

RECEIVED

2004 00T -8 A 8: 34

Exemption No. 82-5129





# SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# Report of Foreign Private Issuer

Pursuant to Rule 12g3-2(b) the Securities Exchange Act of 1934

Report on Disclosure of Information of SEKISUI HOUSE, LTD.

SEKISUI HOUSE, LTD.

(Translation of registrant's name into English)

Tower East Umeda Sky Building
1-88 Oyodonoka 1-chome, Kita-ku, Osaka 531-0076, Japan(Address of principal executive offices)



2010/8



# **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Sekisui House Ltd.

(Registrant)

<sup>2</sup> September 29, 2004

By:

Kenichi Moriuchi

Managing Executive Officer &

General Manager of Legal Department

# THE $54^{TH}$ FISCAL PERIOD SUMMARY OF INTERIM REPORT

(FEBRUARY 1, 2004 THROUGH JULY 31, 2004)

1-88, Oyodonaka 1-chome, Kita-ku, Osaka

Sekisui House, Ltd.

To Our Shareholders (Business Results)
Please refer to SUMMARY OF FINANCIAL STATEMENTS the First Half of FY 2004.
Change in Achievements
Please refer to SUMMARY OF FINANCIAL STATEMENTS the First Half of FY 2004.
Financial Statements (Consolidated)
Please refer to SUMMARY OF FINANCIAL STATEMENTS the First Half of FY 2004.

Financial Statements (Non-consolidated)

Please refer to SUMMARY OF FINANCIAL STATEMENTS the First Half of FY 2004.

# Matters Related to Shares (as of July 31, 2004)

# Total number of shares

Total number of shares that the company is authorized to issue	1,978,281,000
Total number of shares issued	709,385,078
Number of shareholders at end of period	32,030
Number of shares held per person	22,148

# Principal shareholders (top ten shareholders)

Shareholders	Number of shares held	Share holding ratio (%)
Sekisui Chemical Co., Ltd.	142,118,727 shares	
Japan Trustee Services Bank, Ltd. (Trust account)	42,726,000	6.02
The Master Trust Bank of Japan, Ltd. (Trust account)	30,323,000	4.27
The Chase Manhattan Bank, N.A. London	21,637,195	3.05
Nomura Securities Co., Ltd.	18,727,000	2.64
The Dai-ichi Mutual Life Insurance Company	16,021,000	2.26
State Street Bank and Trust Company 505103	13,837,132	1.95
Mellon Bank Treaty Clients Omnibus	12,957,909	1.83
BNP Paribas Securities (Japan) Limited	11,058,000	1.56
UFJ Bank, Limited	10,353,949	1.46

<sup>\*</sup>Treasury stock of 23,950,980 shares (3.38%), which Sekisui House, Ltd. owns, is not include in the above table.

# Distribution of shares by possession number

Not less than	1,000,000 shares	76 holders	572,922,724 shares	80.76%
Not less than	100,000 shares	242	75,149,116	10.60
Not less than	10,000 shares	914	22,533,326	3.18
Not less than	5,000 shares	1,293	7,912,190	1.11
Not less than	1,000 shares	17,751	28,498,753	4.02
Less than	1,000 shares	11,754	2,368,969	0.33
Total		32,030	709,385,078	100.00

# By-holder distribution of shares

Financial institutions	165 holders	209,220,503 shares	29.49 %
Securities agencies	42	21,474,286	3.03
Other corporations	769	162,998,539	22.98
Foreigners	448	229,887,535	32.41
Individuals and others	30,606	85,804,215	12.09
Total	32,030	709,385,078	100.00

# By-district distribution of shares

Japan	Hokkaido	319 Holders	477,955 shares
	Tohoku	626	2,102,534
	Kanto	10,342	250,953,905
	Chubu	5,513	20,766,109
	Kinki	11,081	221,335,235
	Chugoku	1,557	2,650,535
	Shikoku	985	2,483,201
	Kyushu	1,164	2,170,206
Overseas		443	206,445,398
Total		32,030	709,385,078

# Principal Business Locations

Tokyo Administration Office	Shinjuku Maynds Tower 2-1-1, Yoyogi, Shibuya-ku, Tokyo
Tohoku Sales Administration Headquarters	Lunar Sendai 2-15-1, Hon-cho, Aoba-ku, Sendai, Miyagi
Tokyo Sales Administration Headquarters	Shinjuku Maynds Tower 2-1-1, Yoyogi, Shibuya-ku, Tokyo
Kanagawa Sales Administration Headquarters	SS Building 85-3, Kawakami-cho, Totsuka-ku, Yokohama, Kanagawa
Saitama Sales Administration Headquarters	Sonic City Building 1-7-5, Sakuragi-cho, Saitama, Saitama
Kanto Daiichi Sales Administration Headquarters	Sen City Tower 1000, Shinmachi, Chuo-ku, Chiba, Chiba
Kanto Daini Sales Administration Headquarters	MEIJIYASUDASEIMEI Utsunomiya Odori Building 2-1-5, Odori, Utsunomiya, Tochigi
Chubu Daiichi Sales Administration Headquarters	Nadya Park Business Center Building 3-18-1, Sakae, Naka-ku, Nagoya, Aichi
Chubu Daini Sales Administration Headquarters	Southpot Shizuoka 18-1, Minami-cho, Shizuoka, Shizuoka
Hokuriku Sales Administration Headquarters	Porte Kanazawa 2-15-1, Honmachi, Kanazawa, Ishikawa
Kansai Daiichi Sales Administration Headquarters	Umeda Sky Building Garden Six 1-1-93, Oyodonaka, Kita-ku, Osaka
Kansai Daini Sales Administration Headquarters	Urbanex Oike Building West 358, Umeya-cho, Karasuma-Oike, Nakagyo-ku, Kyoto, Kyoto
Hyogo Sales Administration Headquarters	Sannomiya Building South 7-1-15, Miyukidori, Chuo-ku, Kobe, Hyogo
Chugoku Sales Administration Headquarters	TAKEDA YAKUHIN Hiroshima Building, 1-25, Komachi, Naka-ku, Hiroshima, Hiroshima
Shikoku Sales Administration Headquarters	1019-10, Muroshinmachi, Takamatsu, Kagawa
Kyushu Sales Administration Headquarters	Hakata Ekimae Business Center 3-25-21, Hakata Ekimae, Hakata-ku, Fukuoka, Fukuoka
Tokken Building Projects Headquarters	Umeda Sky Building Tower East 1-1-88, Oyodonaka, Kita-ku, Osaka, Osaka
Condominium Headquarters	Umeda Sky Building Tower East 1-1-88, Oyodonaka, Kita-ku, Osaka, Osaka
Rokko-Island-City & Nishinomiya Development Headquarters	Umeda Sky Building Tower East 1-1-88, Oyodonaka, Kita-ku, Osaka, Osaka
Development Department	Umeda Sky Building Tower East 1-1-88, Oyodonaka, Kita-ku, Osaka, Osaka
Remodeling Project Headquarters	Umeda Sky Building Garden Six 1-1-93, Oyodonaka, Kita-ku, Osaka

Closing date of fiscal period	January 31		
Month when Ordinary General Meeting of Shareholders is held	April		
Record date	Dividend Interim Dividend	January 31 July 31	
Administrative Transfer Agent	Transfer Agent Departr Osaka Branch Office, UFJ Trust Bank Limite 6-3, Fushimimachi 3-ch Chuo-ku, Osaka 541-85	d nome,	
Newspaper in which public notice is made	The Nihon Keizai Shim	ıbun	
Stock Exchange Listing	1st section of Tokyo, ( Exchange Markets	1st section of Tokyo, Osaka and Nagoya Stoc Exchange Markets	

# Request for Buyback Purchase of Shares constituting Less than One Trading Unit

The Company is receiving request from the shareholders who owns shares constituting less than one trading unit (less than 1,000 shares) to sell to the shareholders such number of shares as constitute one unit together with shares less than one trading unit held, in addition to buyback shares constituting less than one trading unit held.

Please make inquiries about the procedures details to UFJ Trust Bank Limited, the transfer agent of the Company.

In case you deposit shares with Japan Securities Depository Center, Inc., please make inquiries to the securities company which you trade with.

# Sekisui House, Ltd.

# SUMMARY OF FINANCIAL STATEMENTS the First Half of FY2004

February 1, 2004 – July 31, 2004

Note: This document contains forward-looking statements based on a number of assumptions and beliefs in light of the information currently available to management, and is subject to significant risks and uncertainties. Actual financial results may differ materially depending on a number of factors, including adverse economic conditions, adverse legislative and regulatory developments, delay in new product launches, and pricing and product initiatives of competitors

# SUMMARY OF FINANCIAL STATEMENTS for the first half of FY2004 (Consolidated) February 1, 2004 - July 31, 2004

Sekisui House, Ltd.

1928

Listed exchanges:

September 2, 2004

Stock Code:

http://www.sekisuihouse.co.jp

Tokyo, Osaka, Nagoya +816 6440 3111

President & Representative Director: Isami Wada Telephone: Inquiries:

PR Department

Date of the meeting of the board of directors:

September 2, 2004

Associate Officer

Hidehiro Yamaguchi

U.S. GAAP Accounting Principles:

Not adopted

1. Business Results	*Please note that numbers less than one million yen are rounded do				
1) Consolidated Business Results	Millions of yen				
	Feb. 1, 2004 - July 31, 2004	Feb. 1, 2003 – J	uly 31, 2003	Feb. 1, 2003 -	Jan. 31, 2004
	Change (%)		Change (%)		
Net sales	680,223 3.4	657,921	1.3	1,326,039	
Operating income	39,416 (1.3)	39,950	19.6	80,333	
Recurring income	39,801 2.3	38,890	21.7	79,062	
Net income	20,779 19.1	17,444	9.3	37,761	
Net income per share (¥)	¥30.13	¥24.72		¥53.30	
Fully diluted net income per share (¥)		¥23.05		¥51.39	

(1) Gain (loss) from investments in subsidiaries and affiliates accounted for by the equity method:

As of July 31, 2004 (¥48) million yen

As of July 31, 2003

(¥16) million

As of Jan. 31, 2004

(¥53) million

(2) Average number of outstanding shares (consolidated) during the period: As of July 31, 2004

689,715,782 shares. As of July 31, 2003

705,593,929 shares

As of Jan. 31, 2004

700,908,935 shares

(3) Changes to accounting principles: Yes

- (4) Percentages for net sales, operating income, recurring income, and net income represent year-on-year changes.
- (5) As no share options exist in the interim, no figure is recorded for fully diluted net income per share.

2) Consolidated Financial Position		Millions of yen	
	Feb. 1, 2004 - July 31, 2004	Feb. 1, 2003 - July 31, 2003	Feb. 1, 2003 – Jan. 31, 2004
Total assets	1,169,448	1,167,711	1,181,012
Shareholders' equity	673,157	647,475	667,964
Equity ratio (%)	57.6%	55.4%	56.6%
Shareholders' equity per share (¥)	¥982.09	¥930.96	¥959.96

Outstanding shares (consolidated) at the end of July 31, 2004 Outstanding shares (consolidated) at the end of July 31, 2003

685,434,098 shares 695,493,117 shares

Outstanding shares (consolidated) at the end of January 31, 2004

695,408,643 shares

3) Consolidated Cash Flows	Millions of yen				
	Feb. 1, 2004 – July 31, 2004	Feb. 1, 2003 - July 31, 2003	Feb. 1, 2003 - Jan. 31, 2004		
Net cash provided by operating activities	25,103	39,196	98,460		
Net cash used in investing activities	(4,484)	56,100	51,721		
Net cash used in financing activities	(48,889)	(108,724)	(115,395)		
Cash and cash equivalents at end of period	193,960	174,089	222,275		

#### 4) Consolidated subsidiaries and affiliates accounted for by the equity method

Number of consolidated subsidiaries Number of non-consolidated subsidiaries accounted for by the equity method 96

3

Number of affiliates accounted for by the equity method

#### 5) Changes in the scope of consolidation and companies accounted for by the equity method

Consolidated subsidiaries

(Newly included)

(Excluded)

Companies accounted for by the equity method

(Newly included)

(Excluded)

2. Consolidated Results Forecast for the Year Ending January 31, 2005

	Millions of yen			
i	Net Sales	Recurring income	Net income	Net income per share (¥)
Full year	1,370,000	78,000	26,000	¥37.93

First half results summary for the year ending January 31, 2005

Millions of yen

	minus y ron arro y con arrows	.5	Williad or year
Consolidated	Feb.1, 2003 - July 31,2003	Feb.1 2004 - July 31, 2004 YOY (%)	Forecast for year to YOY (%)
Net sales	657,921	680,223 103.4	1,370,000 103.3
Gross profit	135,724	137,160 101.1	274,000 101.5
SG&A expenses	95,774	97,743	196,000 103.3
Operating income	39,950	39,416 98.7	78,000 97.1
Recurring income	38,890	39,801 102.3	78,000 98.7
Extraordinary income (loss)	(1,441)	127	(20,372)
Net income	17,444	20,779 119.1	26,000 68.9

Millions of yen

			inimone or y	
Non-consolidated	Feb.1, 2003- July 31,2003	Feb.1 2004 - July 31, 2004 YOY (%	Forecast for year to Jan. 2005	YOY (%)
Net sales	523,888	539,093 102.	9: 1,090,000	103.3
Gross profit	112,932	113,691 100.	7 229,000	101.4
SG&A expenses	. 80,773	81,912	165,000	103.2
Operating income	32,159	31,778	64,000	97.2
Recurring income	32,101	32,978 102.	7 65,000	99.2
Extraordinary income (loss)	(1,374)	158	(14,342)	-
Net income	15,556	19,021 2 122.0	3 23,500	70.0
Total orders	545,352	563,641	1,100,000	108.7
Accumulated orders	672,010	632,234 94	1 617,686	101.6

Note: Total orders and Accumulated orders is non-consolidated.

# Key management indicators

Consolidated	Year to Jan. 2001	Year to Jan. 2002	Yéar to Jan. 2003	Year to Jan 2004	Year to Jan. 2005 (1H)
Net income per share (¥)	35.03	(125.11)	48.71	53.30	30.13
Shareholders' equity per share (¥)	1,027.71	883.16	911.01	959.96	982.09
Operating profit margin (%)	. 7.04%	5.72%	5.59%	6.06%	5.79%
ROE (%)	3.44%	(13.21)%	5.43%	5.75%	6.20%
ROA (%) *1	6.90%	5.65%	5.90%	6.79%	6.92%

R & D expenditures (¥millions) *2	7,743	7,553	5,523	5,259	2,794
Investment in plant and equipment (Consolidated)	13,968	16,003	19,302	16,695	10,189
Investment in plant and equipment (Non-consolidated)	8,430	10,545	14,296	9,374	6,833
Depreciation expense (Consolidated) (¥millions)	13,693	13,085	11,882	11,298	5,542
Depreciation expense (Non-consolidated) (¥millions)	11,675	11,186	9,951	9,362	4,539
Housing construction share*3	5.0%	5.2%	5.0%	5.0%	4.8%
Referred order ratio*4	59.3%	62.2%	63.4%	53.8%	51.1%
Average house price (¥1,000)	30,620	30,724	29,605	29,697	29,528
Sekiwa Real Estate participation rate *5	59.9%	69.5%	72.8%	75.4%	77.5%
Occupancy rate of above rate	96.2%	95.7%	95.6%	95.0%	95.2%
Display home locations (end of period)	632	653	602	561	552

<sup>\*1</sup> ROA: Return on Assets = (Operating income + interest received)/ Total assets

<sup>\*2</sup> Sekisui House conducts R&D (the amount is non-consolidated)

<sup>\*3</sup> Sekisui House housing starts divided by total nationwide housing starts (fiscal year, excluding this term (February-July))

<sup>\*4</sup> Referred buildings divided by total buildings
\*5 Percentage of Sha Maison (rental housing) projects in which leasing and administration is contracted to Sekiwa Real Estate group companies

Consolidated (S	see note page 21	e de la la la granda de la companya					+		
	reb.1,	2004 - July 31,	2004	Feb.1,	2003 - July 31,	2003	Forecast to	or year ending	Jan. 2005
	Net sales Milors a yen	Gross profit ratio	Operating margin	Net sales Milions diyen	Gross profit ratio	Operating margin	Net sales Milions of yen	Gross profit ratio	Operating margin
Built to Order Housing	353,730	25.7%	11.8%	379,691	25.8%	11.9%	720,000	25.7%	11.7%
Real Estate for Sales	133,318	15.5%	. 4.1%	91,702	14.3%	2.5%	270,000	15.4%	4.2%
Real Estate for Leasing	135,698	10.4%	3.8%	123,938	10.7%	4.1%	270,000	10.4%	3.9%
Other Business	62,530	21.0%	3.1%	65,953	19.8%	2.6%	- 120,000	20.8%	1.79
Eliminations & back office	(5,063)			(3,365)			(10,000)		
Consolidated	680,223	20.2%	5.8%	657,921	20.6%	6.0%	1,370,000	20.0%	5.7%

Non-consolidated

\*Completed projects and real estate operations are itemized separately in the segmental financial statements, but in order to assist comparison non-consolidated results are listed here for reference in the same calegories as consolidated segmental results. \*GPB: Gross Profit Ratio. \*\*OM: Operating Margin. Note: Orders are recorded in terms of the number of buildings contracted For

Ech 1 0004 Huly 24 2004		Orders			Sa	les .		GPR*	OM**	Aœum	ulaled ord	ers
Feb.1, 2004 – July 31, 2004	Value	%	Buildings	Value	%	Buildings	Units	GFA	Olvi	Value	%	Units
Built to Order Housing	371,094	65.8	11,824	351,646	65.2	11,163	24,156	24.6	11.4	465,276	73.6	14,341
Steel framed	209,066		7,141	191,504		6,466	6,742			223,828		7,482
Wood framed	43,774		1,368	37,788		1,190	1,214			49,456		1,544
Low rise apartments	118,252		3,315	122,354		3,507	16,200			191,991		5,315
Real estate for sales	130,594	23.2	2,411	127,374	23.6	2,065	2,883	15.7	4.1	91,763	14.5	1,529
Steel framed	54,961		2,108	47,155		1,786	1,848			34,409		1,327
Wood framed	8,791		303	7,885		260	261			5,302		202
Condominiums	15,716		•	20,174		19	774	-		20,760		
Land	51,125			52,159				-		31,292	_	
Real estate for leasing	4,607	0.8	•	4,607	0.9			1.4	(0.1)		•	
Other Business	57,345	10.2	84	55,464	10.3	52	990	13.1	0.9	.75,194	11.9	275
RC contracts	11,247		84	13,187		52	990			40,988		275
Exteriors	25,418			22,310		-			-	27,474		
Remodeling	20,679		<u>.</u>	19,965						6,732		
Total	563,641	100.0	14,319	539,093	100.0	13,280	28,029	21.1	5.9	632,234	100.0	16,145
Feb.1, 2003 – July 31, 2003	<del></del>	Orders			Sa	les	· <u>·</u>	GPR	ОМ	Accum	ulated ord	iers
Built to Order Housing	385,573	70.7	12,436	378,251	72.2	12,312	26,724	24.6	11.4	503,046	74.9	15,710
Steel framed	200 182		6.004	202 111		6.016	7 223			228 649		7 556

Feb.1, 2003 - July 31, 2003		Orders			Sale	5		GPR	OM	Aœu⊓	rulated ord	ders
Built to Order Housing	385,573	70.7	12,436	378,251	72.2	12,312	26,724	24.6	11.4	503,046	74.9	15,710
Steel framed	200,182		6,904	202,111		6,916	7,223		-	228,649		7,556
Wood framed	41,979		1,338	40,269		1,298	1,309	-	-	52,450		1,654
Low rise apartments	143,411		4,194	135,869		4,098	18,192	-	-	221,947		6,500
Real estate for sales	92,642	17.0	1,335	82,502	. 15.7	1,363	2,016	15.0	2.6	84,183	12.5	1,056
Steel framed	32,310		1,159	33,114		1,214	1,266	•	-	23,690		886
Wood framed	5,268		176	4,165		137	137	-	-	4,609		170
Condominiums	17,816			10,891		12	613	-	-	26,714		•
Land	37,246			34,330		. •		-	- \	29,170		. •
Real estate for leasing	4,741	0.9		4,741	0.9	-	-	(1.6)	(3.1)			-
Other Business	62,394	11.4	58	58,393	11.2	59	1,002	12.7	8.0	84,780	12.6	25B
RC contracts	20,437		58	16,938		59	1,002	-	-	50,447		258
Exteriors	20,390			21,053			-	-	-	27,215		-
Remodeling	21,566			20,401		•	-	-	-	7,118		
Total	545,352	100.0	13,829	523,888	100.0	13,734	29,742	21.5	6,1	672,010	100.0	17,024

Forecast for year ending Jan. 2005		Orders		·····	Sale	s		GPR	ОМ	Accurr	ulated ord	iers
Built to Order Housing	724,000	65.8	23,030	714,000	65.5	22,770	49,150	24.6	11.3	455,829	73.8	13,940
Steel framed	405,000		13,800	388,000		13,150	13,650	-	-	223,265		7,457
Wood framed	84,000		2,630	79,000		2,500	2,550	-	- (	48,470		1,496
. Low rise apartments	235,000		6,600	247,000		7,120	32,950		-	184,092		4,987
Real estate for sales	255,000	23.2	4,690	257,000	23.6	4,390	6,150	15.7	4.1	86,544	14.0	1,504
Steel framed	105,000		4,000	99,000		3,750	3,900	-		32,603		1,255
Wood framed	20,000		690	18,000		600	600	• {	-	6,396		249
Condominiums	35,000		-	38,000		40	1,650		-	22,218		-
Land	95,000		-	102,000			-		-	25,327		
Real estate for leasing	9,000	8,0	•	9,000	0.8			1.5	0.0	-	•	
Other Business	112,000	10.2	150	110,000	10.1	90	2,000	13.0	0.9	75,312	12.2	303
RC contracts	21,000		150	25,000		90	2,000	-	-	38,928		303
Exteriors	48,000		-	45,000			-	-	- ]	29,366		
Remodeling	43,000			40,000		•	-	-	- [	9,018		
Total	1,100,000	100.0	27,870	1,090,000	100.0	27,250	57,300	21.0	5.9	617,686	100.0	15,747

Millions of yen

		·	, <u> </u>		·					Millio	ons of yen
	Sales	GPM	SG&A	Operating income	Recurring income	Extraordinary income	Extraordinary loss	Net income	Total assets	Shareholder's Equity	*1 Interest- bearing debt
0.1: :::	539,093	113,691	81,912	31,778	32,978	4,699	4,540	19,021	1,016,843	634,521	30,002
Sekisui House	523,888	112,932	80,773	32,159	32,101	49	1,424	15,556	1,018,977	612,606	60,004
Sekiwa Real	48,024	6,590	4,395	2,195	2,232	57	0	1,265	40,276	13,973	
Estate	44,310	6,337	4,077	2,260	2,258	-		1,225	36,231	12,032	-
Sekiwa Real	8,663	882	649	232	237		0	135	8,604	1,561	-
Estate Tohoku	7,582	952	645	307	310	-	. 0	168	7,955	1,368	-
*2 Sekiwa Real	36,702	3,698	2,628	1,069	1,057	-		606	30,985	9,439	
Estate Chubu	35,581	3,216	2,403	813	813	-	-	454	32,575	8,627	
*2 Sekiwa Real	25,328	3,537	2,613	923	949	-	-	527	35,197	20,770	
Estate Kansai	25,863	3,422	2,586	836	855		20	428	36,116	20,298	
Sekiwa Real	7,608	1,518	1,020	498	504	0	1	288	9,283	2,805	
Estate Chugoku	6,885	1,454	1,007	447	449	-	1	250	8,309	2,422	-
Sekiwa Real	8,268	979	694	285	281	-	5	154	5,072	1,345	
Estate Kyusyu	7,338	1,031	714	316	301		-	166	4,670	1,177	
Sekiwa Real	134,595	17,207	12,001	5,205	5,263	58	7	2,977	129,420	49,896	
state Subtotal	127,562	16,415	11,433	4,981	4,988		22	2,695	125,858	45,926	
Sekiwa Construction	104,681	6,158	3,877	2,280	2,387	220	23	1,481	55,681	23,013	
& 74 other companies	103,369	5,802	3,574	2,227	2,396	37	20	1,388	53,330	21,133	•
Kobe Rokko	441	17	47	(29)	(29)	-		(29)	7,757	(16,949)	·3 9,549
Island	562	60	63	(2)	. (14)		-	(14)	8,709	(16,908)	9,874
Nishinomiya	425	13	0	12	12	-	-	12	845	(13,517)	-
Marina City	814	23	1	21	21	-		21	1,412	(13,534)	
SGM	1,258	172	119	53	48	10	-	29	2,323	1,300	
Operation	1,199	406	311	94	116	-	•	65	2,241	1,247	•
Sekisui House	3,939	944	745	198	196	-	5	111	2,846	456	
Umeda Operation	4,116	879	763	115	115	•	1	64	2,479	350	•
0-17	593	51	44	7	6	-	-	1	1,194	571	
Sekiha, Ltd.	624	51	41	9	8	-	. 0	3	1,220	565	
6 Other	5,865	751	539	211	197	14	12	110	6,734	2,374	-
Companies	4,605	722	468	253	236	-	0	142	7,623	2,483	
Gross -	790,894	139,006	99,288	39,718	41,061	5,002	4,588	23,717	1,223,646	681,668	39,552
	766,743	137,292	97,432	39,860	39,971	87	1,469	19,922	1,221,852	653,870	69,879
Eliminations	(110,670)	(1,845)	(1,544)	(301)	·4 (1,260)	(303)	(17)	(2,937)	(54,198)	(8,510)	<del>-</del>
and others	(108,822)	(1,568)	(1,658)	· 89	. (1,081)	(34)	24	(2,478)	(54,141)	(6,395)	<u> </u>
onsolidated	680,223	137,160	97,743	39,416	39,801	4,699	4,571	20,779	1,169,458	673,157	39,552
	657,921	135,724	95,774	39,950	38,890	53	1,494	17,444	1,167,711	647,475	69,879
Consolidated/	1.26	1.21	1.19	1.24	1.21	1.00	1.01	1.09	1.15	1.06	1.32

<sup>\*1</sup> The amount of debt within the Group are excluded from that of interest-bearing debt.

1.24

1.19

1.20

1.26

Non-

∞nsolidated

1.21

1.08

1.05

1.12

1.15

1.06

1.16

<sup>\*2</sup> These companies have established subsidiaries, so the amount of this term showed is consolidated.

<sup>\*3</sup> Loans from a financing company for funds to purchase lands

<sup>\*4 48</sup> million yen, loss from investments in subsidiaries and affiliates for by the equity method, is included.

# APPENDIX 4: BREAKDOWN OF SALES BY TYPE OF BUILDING

### APPENDIX 4: BREAKDOWN OF SALES BY TYPE OF JOHN 1997, 2003   Differences (%)    Fep.1, 2004 - 3uy 31, 2004   Feb.1, 2003 - 3uy 31, 2003   Contentions (%)   15	AVDOWN	OF SALES BY TYPE OF DO	- /0/	10 m
Feb.1, 2004 - July 31, 2004   15,772   (5,8)   26,742   (5,8)   13,773   (14,4)   13,771   2,81,823   (14,4)   13,771   2,81,823   (14,4)   13,771   2,81,823   (14,4)   13,771   2,81,823   (14,4)   13,771   2,81,823   (15,5)   13,771   (15,5)   13,771   (15,5)   13,771   (15,5)   13,771   (15,5)   13,771   (15,5)   13,771   (15,5)   14,771,552   (15,773)   (15,774)   (1	APPENDIX 4: BREAKDOWN	2003	July 31; 2003 Difference (7)	
28,029   13,723   (4.4)     13,271   2,381,823   (4.4)     13,271   2,381,823   (6.5)     13,271   2,381,823   (6.5)     14,275   3,855   3,4     15,275   3,955   3,4     15,275   3,955   3,4     15,275   3,955   3,4     15,275   3,955   3,4     15,275   3,955   3,4     15,275   3,955   3,4     15,275   3,955   3,4     15,275   3,955   3,4     15,275   3,955   3,4     15,275   3,955   3,4     15,275   3,955   3,955   3,4     15,275   3,955   3,955   3,955     15,27	2000	July 31, 2004 Feb. 1, 2000		<b>.</b>
integr Total  tiss  13,271  13,271  2,381,823  (6,4)  13,271  2,381,823  (6,5)  1,4  480,980  1,3  1,574,882  2,0  1,583  1,171,890  2,56,197  1,90  1,182  1,171,890  2,56,197  1,184  1,171,890  2,56,197  1,446  1,00  1,475  1,435  1,03  1,446  1,00  1,446  1,00  1,475  1,435  1,33  1,369  1,475  1,446  1,00  1,475  1,446  1,00  1,475  1,446  1,00  1,475  1,446  1,00  1,475  1,489  1,499  1,49	Feb.1 2004		~~ 742 \	***
13,271   2,381,823   (0.5)		28 029	0 203	
tidings   2,276,529   483,174   143	:a - Total		202	
Mailors of yen		어디에 가장 살아가는 그들은 이 사람들이 되었다. 그는 그들은 사람들이 되었다면 하지만 하는 것이 되었다.	193 174	(0.5)
Units		2,276,320	4001	
1005   9,655   9,655   0.7	lidings	480,300	2 035	1.3
Units 1,384,757 300,833 2.0 Buildings 1,384,757 300,833 2.0 Buildings 306,844 1.2 Millions of yen 8,489 1.5 Buildings 8,206,844 8,599 8,190 0.8 Buildings 1,171,199 2.56,197 1.9 Buildings 266,970 256,197 1.9 Buildings 266,970 256,197 1.9 Buildings 219,066 212,409 0.3 Units 219,066 44,436 2.0 Buildings 45,673 1,455 0.3 Buildings 45,673 1,455 0.3 Units 219,066 44,436 1.0 Buildings 45,673 1,694 1,695 1.0 Buildings 45,673 1,694 1,695 1.0 Buildings 17,964 1,695 1.0 Buildings 17,964 1,695 1.0 Buildings 18,927 1,62,140 (4.8) Buildings 154,350 1.0 Buildings 154,350 1.0 Multiple Dwelling - Low-rise Apartments 16,200 4,098 (11.4) Buildings 12,354 1.55,869 1.0 Buildings 12,354 1.55 1.35,869 1.0 Buildings 12,354 1.55 1.35,869 1.0 Buildings 12,354 1.55 1.35,869 1.0 Buildings 1,600 1.	uare meters			1.4
Units 1,384,757 300,623  Buildings 306,644 1.5  Millions of yen 8,590 8,190 0.8  Units 213,066 1.4  Buildings 260,970 256,197 1.9  Square meters 260,970 256,197 1.9  Square meters 1,475 1,435 0.3  Detached Houses – Wood Framed 1,475 1,435 0.3  Units 213,066 4.4,436 2.8  Buildings 213,066 4.4,436 2.8  Square meters 45,673 1.9  Millions of yen 1,7964 1,435 (14.2)  Multiple Dwelling Houses – Total 1,7964 1,688 (11.4)  Units 892,172 162,140 (4.8)  Buildings 164,350 1,007,241 (4.8)  Multiple Dwelling – Low-rise Apartments 16,200 4,068 (11.8)  Multiple Dwelling – Low-rise Apartments 1,764 6,00 (9.9)  Square meters 1,764 6,00 (9.9)  Multiple Dwelling – Condominiums 1,764 6,00 (9.9)  Multiple Dwelling – Condominiums 1,764 6,00 (9.2)  Multiple Dwelling – Condominiums 1,	Ilions of yell		1	0.7
Buildings   Sogare meters	etached Houses		1,374,582	2.0
Square meters         8,489         8,489         1,5           Millions of yen         8,590         8,130         0.8           Units         8,252         1,162,173         0.8           Buildings         1,171,690         256,197         1.9           Square meters         260,970         256,197         1.9           Millions of yen         1,475         1,435         1.0           Detached Houses – Wood Framed         1,475         1,435         0.3           Units         213,066         44,436         2.8           Buildings         45,673         13,807         (14,2)           Nallions of yen         17,964         4,158         (14,4)           Units         892,172         15,140         (4,8)           Buildings         15,4350         18,192         (14,4)           Multiple Dwelling – Low-rise Apartments         16,200         4,996         (11,8)           Multiple Dwelling – Condominiums         16,200         4,996         (11,8)           Buildings         122,354         135,869         (9,9)           Buildings         122,354         135,869         (9,9)           Buildings         1,615         3,3		1,384,757	300,633	
Detached Houses - Steel Framed   8,590   8,130   0.8     Detached Houses - Steel Framed   8,252   1,162,173   1.9     Buildings   1,171,590   256,197   2.0     Millions of yen   1,475   1,435   0.3     Units   213,066   44,436   2.8     Buildings   45,673   19,807   (14,2)     Units   213,066   44,436   2.8     Buildings   45,673   19,807   (14,2)     Units   892,172   152,140   (14,8)     Buildings   154,350   162,140   (14,8)     Buildings   154,350   162,140   (14,8)     Buildings   154,350   162,140   (14,8)     Buildings   154,350   162,140   (14,8)     Buildings   154,350   135,869   (11,8)     Buildings   122,354   135,869   (9,9)     Buildings   122,354   162,20   133,265   (9,2)     Units   17,64   16   3,3     Millions of yen   1,764   60   3,3     Multiple Dwelling - Condominiums   1,764	Buildings	306,644		1.2
Detached Houses - Steel Framed   8,590   8,730   0,6	Square meters		· ·	1.5
Durits   1,171,990   256,197   256				0.8
Durits   1,171,990   256,197   256	Detached Houses - Steel		1,162,173	1.9
Square meters   Square meter		1,171,690	256,197	1
Detached Houses - Wood Framed	Buildings	260,970		2.0
Millions of yen   1,475   1,439   0.3     Detached Houses – Wood Framed   1,475   1,450   212,409   2.8     Buildings   213,066   44,436   44,436   2.8     Buildings   45,673   45,673   44,436   44,436   44,436     Buildings   45,673   45,673   44,436   44,436   44,436     Multiple Dwelling Houses – Total   17,964   4,158   (14,2)     Multiple Dwelling Houses – Total   17,964   4,158   (11,4)     Units   892,172   162,140   (4,8)     Buildings   154,350   18,192   (14,4)     Multiple Dwelling – Low-rise Apartments   16,200   4,098   (11,8)     Units   771,132   135,869   (9,9)     Buildings   122,354   60   33     Multiple Dwelling – Condominiums   1,764   60   33     Multiple Dwelling – Condominiums   1,764   60   33     Units   121,039   26,271   21,8     Buildings   31,996   20,401   (2,1)     Remodeling   Millions of yen   19,965   20,401   (1,2)     Non-Housing   9,078   10,246   (1,1)     Buildings   9,078   1,559   (1,1)     Buildings   9,078   1,559   (1,1)     Non-Housing   9,078   1,559   (1,1)     Buildings   1,559   (1,1)     Non-Housing   9,078   1,559   (1,1)     Buildings   1,559   (1,1)     Square meters   1,365   1,559   (1,1)     Non-Housing   9,078   1,559   (1,1)     Buildings   1,559   (1,1)	Square meters			1.0
Units				0.3
Units	Detached Houses - Wood			2.8
Square meters			44,436	
Square meters   19,807   (14.2)	Buildings	45,673		(9.3)
Multiple Dwelling Houses - Total       17,964       4,159       (11.4)         Units       3,569       1,007,241       (4.8)         Buildings       152,140       (4.8)         Square meters       154,350       18,192       (10.9)         Millions of yen       16,200       4,098       (11.8)         Multiple Dwelling - Low-rise Apartments       16,200       4,098       (11.8)         Multiple Dwelling - Low-rise Apartments       16,200       4,098       (11.8)         Units       771,132       135,869       (9.9)         Square meters       1,615       9         Millions of yen       1,764       60       33         Multiple Dwelling - Condominiums       62       133,265       (9.2)         Units       121,039       26,271       21.8         Square meters       31,996       20,401       (2.1         Millions of yen       19,965       20,401       (2.1         Non-Housing       9       10,246       (1.59)         Non-Housing       9,078       1,559       (1.59)         Non-Housing       9,078       1,559       (1.59)	Square meters		1	(14.2)
Multiple Dwelling Houses				
Units   892,172   182,146     Buildings   154,350   18,192   (10,9)     Millions of yen   16,200   4,098   (11,8)     Multiple Dwelling - Low-rise Apartments   16,200   4,098   (11,8)     Multiple Dwellings   3,507   873,976   (9,9)     Buildings   122,354   135,869   9,20     Millions of yen   1,764   60   3,3     Multiple Dwelling - Condominiums   1,764   60   3,20     Units   121,039   26,271   21,8     Buildings   31,996   20,401   (2,1)     Remodeling   19,965   20,401   (11,559   11,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   (1,559   1,559   1,559   1,559   (1,559   1,559   1,559	Multiple Dwelling Houses 2 102			
Buildings   154,350   18,192   (10.9)     Multiple Dwelling - Low-rise Apartments   16,200   4,098   (11.8)     Multiple Dwelling - Low-rise Apartments   16,200   4,098   (11.8)     Units   3,507   873,976   (9.9)     Buildings   122,354   135,869   (9.9)     Square meters   1,615   33     Multiple Dwelling - Condominiums   1,764   60   (9.2)     Units   121,039   26,271   21.8     Buildings   31,996   26,271   21.8     Remodeling   19,965   20,401   (2.1)     Non-Housing   9,078   1,559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   1.559   (1.559   (1.559   1.559   (1.559   (1.559   1.559   (1.559   (1.559   1.559   (1.	Units		162,140	
Square meters   18,192   (14.4)		154,350		(10.9)
Multiple Dwelling - Low-rise Apartments         16,200         4,096         (11.8)           Multiple Dwelling - Low-rise Apartments         3,507         873,976         (9.9)           Units         771,132         135,869         (9.9)           Square meters         1,615         3,3           Millions of yen         1,764         60         (9.2)           Units         121,039         26,271         21.8           Buildings         31,996         26,271         21.8           Square meters         31,996         20,401         (2.1           Remodeling         19,965         20,401         (1.6)           Non-Housing         9         10,246         (1.6)           Non-Housings         9,078         1,559         (1.6)           Square meters         1,365         1,365         1,559         (1.6)	Square meters		'	
Units	Millions of yen	•		
Units	Multiple Dwelling - Low-rise			1
Buildings   122,354   9,2     Square meters   1,615   3,3     Millions of yen   1,764   60   (9,2)     Units   121,039   26,271   21,8     Buildings   31,996   20,401   (2,1     Remodeling   Millions of yen   19,965   20,401   (1,59     Non-Housing   9,078   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   1,559   (1,559   1,559   (1,559   1,559   (1,559   1,559   (1,559   1,559   (1,559   (1,559   1,559   (1,559   (1,559   1,559   (1,559	Units	771,132	135,869	
Square meters       1,615       3.3         Millions of yen       1,764       60       (9.2)         Units       62       133,265       21.8         Buildings       31,996       26,271       21.8         Square meters       31,996       20,401       (2.1         Millions of yen       19,965       20,401       (18         Remodeling       10,246       (1)         Millions of yen       9,078       1,559       (1         Non-Housing       9,078       1,559       (1         Buildings       1,365       1,559       (1	Buildings	122,354		9.2
Multiple Dwelling - Condominiums       1,764       60       (9.2)         Units       121,039       26,271       21.8         Buildings       31,996       26,271       2.1         Square meters       19,965       20,401       (2.1         Millions of yen       19,965       11       (16         Non-Housing       9,078       10,246       (1         Buildings       1,365       1,559       (1         Square meters       1,365       1,559       (1	Square meters		i i	3.3
Multiple Dwelling - Context       62       133,265       21.8         Units       121,039       26,271       21.8         Buildings       31,996       20,401       (2.1         Millions of yen       19,965       20,401       (1.1         Remodeling       11.       (1.8         Millions of yen       9       10,246       (1.1         Non-Housing       9,078       1,559       (1.559)         Buildings       1,365       1,559       (1.559)		1	1	(9.2)
Units  Buildings  Square meters  Millions of yen  Remodeling  Millions of yen  19,965  Non-Housing  Buildings  Square meters  9  10,246  (1)  Non-Housing  Square meters  1,365	Multiple Dwelling - Condense	1		21.8
Square meters   20,401			26,271	
Square meters   20,401	Buildings	31,996		(2.1)
Non-Housing   19,965	Square meters		20,401	
Remodeling	Millions of yen	19,965		1
Millions of yen  11 9 10,246 (1) Non-Housing 9,078 1,559 (1) Square meters	Remodeling			/18
Non-Housing   9   10,246	Millions of yen		The second of the second	
Non-Housing 9,078 1,559 Buildings 1,365 Square meters	Sec. 2   Sec	J. J. O. V. J. J. J. J. S. 19	10,24	h 1
Buildings Square meters	Non-Housing	۵ 078		- 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1
Square meters		이 224시간이 있는 나는 말이 다 없었다. 되었다가 가입하지		
January Street	California meters	1,00		
	Squas			

An Outline of the Sekisul House Gloup

The Sekisui House, Ltd. group consists of 96 subsidiaries, 3 affiliates and 1 related company. Sekisui House group companies are involved in the contract design, construction, and letting of prefabricated houses. They also buy and sell, act as agents for, lease and manage real estate. The position of each company within the group is illustrated below. The following four sections classify each business division as they are classified in the 'Segment Information' section.

#### (1) Built to Order Housing

This division of the Company handles contracts and prefabricates steel, wooden, and concrete houses and low-rise apartments. The main affiliated companies of this division are Sekiha, Ltd., Sekiwa Construction Saitama, Ltd., Sekiwa Construction Yokohama, Ltd., and Sekiwa Construction Osaka, Ltd.

#### (2) Real Estate for Sales

This division sells land, detached houses and condominiums.

The main affiliated companies of this division are Sekiwa Real Estate, Ltd., Sekiwa Real Estate Kansai, Ltd., Sekiwa Real Estate Chubu, Ltd., Sekiwa Real Estate Chugoku, Ltd., Sekiwa Real Estate Tohoku, Ltd., and Sekiwa Real Estate Kyushu, Ltd.

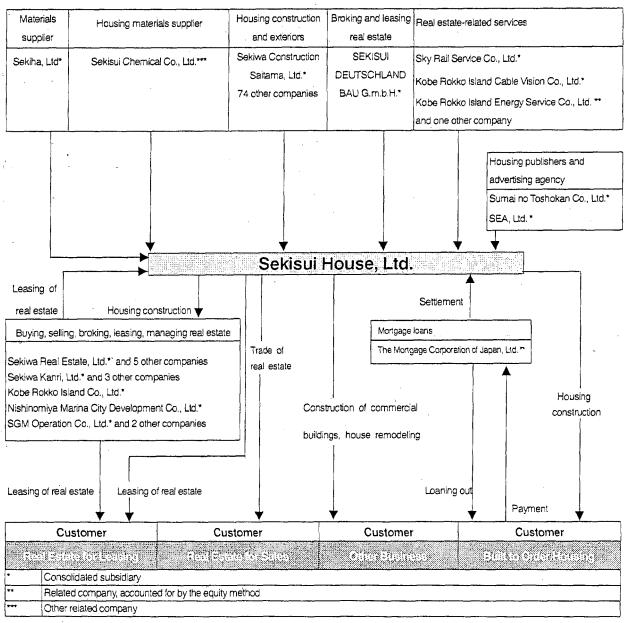
#### (3) Real Estate for Leasing

This division leases and manages detached houses, low-rise apartments, condominiums, commercial buildings, shops etc.

The main affiliated companies of this division are Sekiwa Real Estate, Ltd., Sekiwa Real Estate Kansai, Ltd., Sekiwa Real Estate Chubu, Ltd., Sekiwa Real Estate Chugoku, Ltd., Sekiwa Real Estate Tohoku, Ltd., and Sekiwa Real Estate Kyushu, Ltd.

#### (4) Other Business

This division is involved in the design of condominiums and commercial buildings, the construction and contract remodeling of houses, and the design and construction of landscape gardens. The main affiliated companies of this division are Landtech Sekiwa Chiba, Ltd., Landtech Sekiwa Chubu, Ltd., Greentechno Sekiwa, Ltd., and Greentechno Sekiwa Chubu, Ltd.



Name	Capital  Millions of yen	Main business	Percentage owned	Serving directo	ors	Transactions
Kobe Rokko Island Co., Ltd.	1,000	Real Estate for Sales	61.8%	Executive	1 2 1 1	Co-development company for Rokko Island City project
Nishinomiya Marina City Development Co., Ltd.	400	Same as above	100.0%	Directors  Executives  Employee	3 2 1	Co-development company for Nishinomiya Marina City project
SGM Operation Co., Ltd.	418	Real Estate for Leasing	100.0%	Director Executives Transfer	1 2 3	Consignment of real estate management and sales of housing-related equipment
Sekiwa Real Estate, Ltd.	1,668	Real Estate for Leasing & Sales	59.8%		,3 11	Management and brokerage of real estate
Sekiwa Real Estate Tohoku, Ltd.	200	Same as above	55.1%	Directors Executive Transfer	2 1 6	Same as above
Sekiwa Real Estate Chubu, Ltd.	1,368	Same as above	42.9%	Directors Transfer	3	Same as above
Sekiwa Real Estate Kansai, Ltd.	5,829	Same as above	42.8%	Directors Transfer	3	Same as above
Sekiwa Real Estate Chugoku, Ltd.	379	Same as above	42.0%	Directors Transfer	2	Samé as above
Sekiwa Real Estate Kyushu, Ltd.	263	Same as above	42.7%	and the second second second	2 8	Same as above
Sekisui House Umeda Operation Co., Ltd.	100	Real Estate for Leasing	100.0%	Directors Employees		Consignment of real estate management
Sekiha, Ltd.	480	Built to Order Housing	100.0%	Executive	2 1 2	Buying and selling housing materials
Greentechno Sekiwa, Ltd.	100	Other Business	100.0%		6	Exterior and gardening construction
Landtech Sekiwa Chubu, Ltd.	50	Same as above	100.0%	Executive	- [	Foundation investigation and surveys
Sekiwa Construction Saitama, Ltd.	40	Built to Order Housing	100.0%	Executive Employees	1	Foundation and construction work

<sup>1.</sup> The main business of each company is recorded in line with the revised business categories of Sekisui House.

<sup>2.</sup> Percentage holdings in Sekiwa Real Estate Chubu, Ltd., Sekiwa Real Estate Kansai, Ltd., Sekiwa Real Estate Chugoku, Ltd., and Sekiwa Real Estate Kyushu are less than 50%, but as these businesses are essentially controlled by Sekisui House they are treated as subsidiaries.

<sup>3.</sup> Sekiwa Real Estate, Ltd., Sekiwa Real Estate Chubu, Ltd., Sekiwa Real Estate Kansai, Ltd., Sekiwa Real Estate Chugoku, Ltd., and Sekiwa Real Estate Kyushu, Ltd. issue annual Financial Statements.

Sekiwa Real Estate, Ltd. is listed on the second section of the Tokyo Stock Exchange. Sekiwa Real Estate Chubu, Ltd. is listed on the second section of the Tokyo Stock Exchange and on the second section of the Nagoya Stock Exchange. Sekiwa Real Estate Kansai, Ltd. is listed on the first section of the Osaka Securities Exchange. Sekiwa Real Estate Chugoku, Ltd. is listed on the second sections of the Tokyo Stock Exchange and of the Osaka Securities Exchange. Sekiwa Real Estate Kyushu, Ltd. is listed on the JASDAQ market.

#### management roncy & nesults

# 1. Management Policy

## Basic management policy

Since the establishment of Sekisui House we have aimed to create homes and environments with individuality and warmth, as a leading producer of housing in Japan. Providing first class product quality and technical skills is essential, and we aim every day to reflect our philosophy of 'love of humanity' by creating houses that bring satisfaction to our customers. In the future, through rigorous quality control we aim to continue to raise customer satisfaction and to provide full after service to our customers. Housing is characterized by a very long product life and we believe that steadily pursuing these values in our business activities creates a powerful framework of trust that is the key to long-term growth and an essential element of our business. Further, our basic stance is that true management of a company is borne out of three concepts: customer satisfaction, shareholder satisfaction and employee satisfaction. We must also fulfill our obligations as a corporate citizen, while considering the stability and investment required to ensure continued long term growth and making determined efforts to expand our business.

### Profit distribution policy

Since the year ended January 1988 we have continued a policy of paying a stable dividend of 18 yen per share to shareholders. We have also on occasion paid special and commemorative dividends, after taking into consideration the overall condition and profitability of the company, and capital requirements for expansion. In addition we have at times bought back in order to improve capital efficiency and raise long- term returns to shareholders. With regard to dividend distribution in the future, we have to be aware that our management indicators can be affected by law revisions and economic circumstances that are difficult to predict. As such, while considering our payout ratio we will aim for an appropriate and rational distribution of profits.

#### Policy on reduction of the share-trading unit

While we recognize the importance of expanding our shareholder base by making it easier for individuals to participate as shareholders, we also recognize that Sekisui House shares maintain good liquidity. We intend to monitor factors such as trends among individual investors and the demands of the market, and will continue to weigh the cost and benefits of a reduction in our share-trading unit.

## **Business targets**

In order to promote business efficiency we aim to take opportunities to strengthen our balance sheet and raise asset efficiency in each of our businesses. As a result we are targeting improvements in Return on Assets and Return on Net Assets. While increasing profitability, our medium term target is to achieve ROA of 10% by reducing total assets and raising asset turnover.

#### Medium term business strategy

While pursuing our basic management policies we aim to further strengthen our sales and marketing. Further, while monitoring factors such as market size, profitability, and capital efficiency, we aim to expand related businesses such as remodeling and exteriors, and so grow our income.

Corporate governance and related initiatives

Sekisui House intends to implement a corporate auditor system rather than pursue a committee system. We introduced an executive officer system in April 2002, at which point we halved the number of directors. There are 11 board members, and our aim is to manage the Company with flexible, effective and rapid decision making.

We are working to ensure appropriate overseeing of management. Two of the Company's five auditors are outside auditors.

Strong corporate compliance is a management priority. In addition to establishing a special corporate compliance department, we are taking steps throughout the Company and its subsidiaries to improve procedures, and to strengthen coordination between related departments.

# 2. Business Results

During the first half of fiscal 2004 the Japanese economy finally showed signs of brightness after an extended period of recession, on the back of improvements in corporate profits. The stock market moved upwards after a prolonged downturn, and some improvement was seen in private capital expenditure and personal consumption.

The housing market was also comparatively firm, with signs of a flattening out of land prices in large cities—beginning with the Tokyo metropolitan area—after a long period of decline, supported by favorable sales of built-for-sale properties to such first time buyers as the children of the baby-boom generation. However, demand from owner-occupiers stayed weak, as middle-aged customers, who account for the majority of secondary acquisitions for rebuilding, remained concerned about high unemployment rate and uncertainty in the future. Some supply adjustments appeared in rental properties in areas other than the metropolitan area, and as a result the overall housing market continues to be mixed.

Our key management goal during this period was to increase sales, so we took steps to improve quality and realign our products with the needs of the market, along with introducing new products. Recognizing the increase in sales as our management goals, we intended to improve the quality of our products while reorganizing our products to meet market's needs and promoting the introduction of new products.

At the same time, we have promoted sales of real estate in response to growth in demand from first time buyers, and made efforts to expand orders. We have also taken steps to add further depth to the consultative sales approach; for instance, we have been developing through the use of experiential exhibition sites and other methods.

## **Built to Order Housing**

In our core build to order housing business, we have put our efforts into improving quality and the thorough implementation of environmentally friendly features. In terms of housing performance, in order to solidify our position in medium- to high-end products, in line with our basic strategy, we have continued to provide housing that is both safe and secure by adopting multi-layered glass that combines crime-prevention and airtight heat insulation qualities as a standardized fixture from June 2004.

In earthquake-proof housing, an area where we have been promoting sales since last year, we achieved orders for more than 100 units during the interim period under review. We also promoted our technology-based earthquake expertise through initiatives such as seminars and experiential activities for customers in our 'Sumai no Yume Kojo' experimental exhibition sites.

Consequently, we have been able to make proposals backed up by our earthquake-resistant technological capabilities, including not only earthquake proofing but also basic earthquake resistance.

A number of new products were introduced during the period under review, including a steel-framed house range 'Be Free' based on the reorganization of our core product range, the 'Centrage' series. Standardization has been advanced for building materials for this series, and design choices have been broadened by adding modern and traditional Japanese designs. This has enhanced our ability to provide customers with advanced custom made feeling.

We introduced 'M-Chantoa' to our 'Sha-Wood' a wood-framed house line, enhancing our product range in answer to broader design needs. As our themed-product line in March we brought to market 'Cuby Cuby,' an urban, new-sensation compact house with the ultimate in functionality. In May we launched 'Seikatsu wo Asobu ie', developed in collaboration with a leading interior shop in Japan. In the rental property area, in July we introduced 'DIAS', aiming for improved competitiveness while also answering the diversified needs of our tenants.

#### Real Estate for Sales

In our real estate for sales business we undertook a number of measures to strengthen our activities in building plots, for which there is vigorous demand from younger clients. We focused on improving the turnover ratio of our real estate for sale, actively purchasing land for sale throughout Japan, and engaged in overall proposals from exteriors to the creation of unique streetscapes with a high value-added quotient. We also made progress in our efforts to create environmentally conscious locales and townships featuring the use of IT and enhanced security, and strengthened sales of such quality housing complexes. We have also focused on the sale of up-market condominiums for long-term residents, mainly in the major cities.

#### Real Estate for Leasing

In our real estate for leasing business we strengthened our relationship with Sekiwa Real Estate Group, which manage leasing properties and handle block leasing, aiming for expanded orders. Resources were dedicated to strengthening the proposal capacity of our leasing business, including pushing ahead with further establishing and boosting the popularity of our brand, that is the *MAST*, aiming to secure stable tenants and strengthen our approach to potential clients.

# Other businesses

As part of our promotion of customer satisfaction (CS) to provide our customers with comfortable residences over the long term, we are putting major efforts into our peripheral businesses involved in exterior and home remodeling as we strive to create an organization that can provide comprehensive and high quality homes.

As a result of active sales efforts, non-consolidated orders in the first half-reached ¥563,641 million, an increase of 3.4% compared to the same period of the previous fiscal year. Consolidated net sales were ¥680,223 million, an increase of 3.4% compared to the same period of the previous fiscal year.

In terms of profitability, consolidated operating income declined 1.3% to ¥39,416 million, due to higher sales costs as we looked to strengthen sales capacity. However, consolidated recurring income rose 2.3% to 39,801 million, due to factors such as the improvement in financial revenues because of the reduction in interest-bearingliabilities. Consolidated net income increased significantly, rising 19.1% to 20,779 million, boosted by factors such as gains on the sale of equity holdings.

# 3. Consolidated cash flow and related indices

Operating cash flow decreased significantly from the previously comparable period. Although profits increased due to higher revenues, lower material purchasing costs and other efforts to reduce expenditure, this was offset by factors such as higher inventories acquired to strengthen the real estate business.

Capital expenditure in the first half period included further development of 'Sumai no Yume Kojo' we have established at five factories around the country as part of measures to effectively pursue a consulting sales model in an era of increased competition on quality. Measures were also taken to rationalize production and IT-related matters, and to promote labor saving and overall operational efficiency. However, cash flow from investment activities declined significantly, due to the fact that in the previous comparable period a large sum of government bonds, acquired in the previous year to cover the cost of convertible bonds, had matured.

Cash flow from financing activities increased significantly from the previous comparable period. A share buyback of 9,900,000 shares was implemented for a total sum of ¥11,998 million. Besides, we redeemed the No. 10 unsecured notes and repaid long-term debts, but the overall increase reflects the large sum of convertible bonds redeemed in the previous period.

As a result, cash and cash equivalents at the end of the period decreased ¥28,314 million compared to the end of the previous fiscal year, yet cash resources of the business continued to be ample.

	Year to Jan. 2002	Year to Jan. 2003	Year to Jan. 2004	Year to Jan. 2005 (1H)
Equity ratio (%)	48.0	51.3	56.6	. 57.6
Equity ratio based on market price (%)*	50.1	48.4	61.2	65.7
Debt service coverage ratio (years)	4.2	3.1	0.7	0.8
Interest coverage ratio (times)***	16.1	20.0	61.8	51.0

<sup>\*</sup> Equity ratio based on market price = market capitalization / total assets

## 4. Outlook

Based on the emergence of signs of economic recovery, and the ongoing improvement in housing demand from individuals setting our objective theme as 'Growth' we intend to expand housing sales through introducing high-quality attractive products. We intend to further strengthen our real estate for sales business, at the same time as promoting

<sup>\*\*</sup> Interest coverage ratio = operating cash flow / interest paid

more efficient asset management. We also aim for the further cost reduction in order to respond to the expected rise in materials costs, and focus on improvements in performance. Our group strategy is to maximize the synergistic effect of our close tie-ups with Sekiwa Real Estate Group and Sekiwa Construction companies, while also strengthening our peripheral businesses involved in exterior and home remodeling, pursuing constructive management aimed at growth. We will also aggressively promote such causes as disaster prevention and crime prevention, providing safe, secure and comfortable housing, and aim to continue our company-wide focus on improving CS.

As announced today in another release, in the second half of fiscal 2004 we plan to report an extraordinary loss from impairment losses on the disposal of fixed assets, and an extraordinary gain following approval to return the substitutable portion of the pension fund managed on behalf of the government.

As a result, we have revised our forecasts from those issued at the beginning of the fiscal year. We now forecast consolidated net sales of ¥1,370 billion, an increase of 3.3%, consolidated recurring income of ¥78 billion an decrease of 1.3%, and consolidated net income for fiscal 2004 of 26 billion, an decrease of 31.1%.

# CONSOLIDATED BALANCE SHEETS

	As of July 31, 2004	Aș of Jan. 31, 2004	Difference	%	As of July 31, 2003
Assets	1,169,448	1,181,012	(11,563)	(1.0)	1,167,711
Current assets	678,959	690,562	(11,603)	(1.7)	678,974
Cash and deposits	193,360	222,275			174,089
Notes and accounts receivable	87,750	80,037		•	91,389
Marketable securities	3,123	2,428			610
Inventories	310,386	288,432			300,708
Deferred income taxes	61,069	74,803	. 1		87,471
Other current assets	25,131	24,241			26,359
Allowance for doubtful accounts	(1,862)	(1,656)			(1,653)
Fixed assets	490,489	490,449	39	0.0	488,736
Tangible fixed assets	261,098	258,493	2,605	1.0	257,634
Buildings and structures	114,920	115,782			112,412
Machinery and vehicles	11,988	12,333			12,437
Tools and equipment	4,974	4,723			4,680
Land	124,468	124,554	·		124,138
Construction in progress	4,747	1,099			3,966
Intangible fixed assets	6,223	10,371	(4,147)	(40.0)	10,049
Investments and other assets	223,166	221,585	1,581	0.7	221,053
Investments in securities	119,522	113,218		,	104,762
Long-term loans receivable	44,719	46,804			49,832
Deferred income taxes	24,230	26,604			31,341
Other investments and other assets	36,233	36,603			36,739
Less allowance for doubtful accounts	(1,537)	(1,644)			(1,623)
Total Assets	1,169,448	1,181,012	(11,563)	(1.0)	1,167,711

	As of July 31, 2004	As-of Jan. 31, 2004	Difference	%	As of July 31, 2003
Liabilities	474,332	491,662	(17,330)	(3.5)	499,795
Current liabilities	334,037	316,760	17,277	5.5	322,912
Notes and accounts payable	154,879	145,704			150,868
Current portion of long-term debt and notes	30,001	30,001			30,001
Accrued income taxes	3,942	3,948	·		3,822
Advances received	81,951	75,037			87,569
Reserve for bonuses	13,350	18,304			13,200
Reserve for warranty on completed works	1,884	1,243			1,247
Other current liabilities	48,027	42,521			36,202
Long term liabilities	140,294	174,902	(34,607)	(19.8)	176,883
Bonds		30,000			30,000
Long-term debt	9,551	9,674			9,877
Accrued retirement benefits for employees	70,529	72,055			73,234
Accrued retirement benefits for directors, corporate auditors and executive officers	1,336	1,585			1,405
Allowance for exhibition at Japan International Expo	140	105			70
Deposits and guarantees	55,747	58,266			58,048
Consolidated adjustment account	427	374			337
Other long term liabilities	2,562	2,840			3,910
Minority interests	21,959	21,385	573	2.7	20,440
Shareholders' Equity	673,157	667,964	5,193	0.8	647,475
Paid-in capital	186,554	186,554			186,554
Additional paid-in capital	237,523	237,523	·		237,522
Retained earnings	263,062	248,960			234,903
Net unrealized holding gain (loss) on securities	10,861	7,640			1,090
Translation adjustment	(143)	(98)			. (70)
Less treasury stock, at cost	(24,701)	(12,616)			(12,525)
Liabilities, Minority Interests, and Shareholders' Equity	1,169,448	1,181,012	(11,563)	(1.0)	1,167,711

#### CONSOLIDATED STATEMENTS OF INCOME

	Feb. 1, 2004 - Ju	ly 31, 2004	Feb. 1, 2003 - Ju	uly 31, 2003	Differe	nce	Feb. 1, 2003 - Jar	n.31, 2004
	Millions of yen	(%)	Millions of yen	(%)	Millions of yen	(%)	Millions of yen	(%)
Net sales	680,223	100.0	657,921	100.0	22,302	3.4	1,326,039	100.0
Cost of sales	543,063	79.8	522,196	79.4	20,866	4.0	1,055,989	79.6
Gross profit	137,160	20.2	135,724	20.6	1,435	1.1	270,050	20.4
Selling, general and administrative expenses	97,743	14.4	95,774	14.6	1,969	2.1	189,716	14.3
Operating income	39,416	5.8	39,950	6.0	(533)	(1.3)	80,333	6.1
Non-operating income	2,508	0.4	2,518	0.4	(9)	(0.4)	4,752	0.4
Interest and dividend income	1,221		1,386				2,453	
Miscellaneous income	1,286		1,131				2,298	
/ Non-operating loss	2,124	0.3	3,578	0.5	(1,454)	(40.6)	6,023	0.5
Interest and discount paid	315		1,103				1,648	
Equity in loss of affiliates	48		16				53	
Miscellaneous expenses	1,759		2,457				4,322	
Recurring income	39,801	5.9	38,890	5.9	911	2.3	79,062	6.0
Extraordinary income	4,699	0.7	53	0.0	4,646	-	494	0.0
Proceeds from sales of investments in securities	4,699		. 49				491	
Other			3				3	i
Extraordinary loss	4,571	0.7	1,494	0.2	3,076	205.9	4,584	0.3
Loss from sale or disposal of fixed assets	4,571		398				1,150	
Loss on evaluation of securities			1,096				14	
Loss on evaluation of land held for sale			<del>-</del> .				2,988	
Other			-				430	
Income before income taxes, minority interests and equity in earnings	39,929	5.9	37,448	5.7	2,480	6.6	74,972	5.7
Current income taxes	3,712	0.5	3,591	0.5	121	3.4	6,709	0.5
Deferred income taxes	13,924	2.1	15,197	2.3	(1,272)	(8.4)	28,121	2.1
Minority interests in earnings of subsidiaries	1,512	0.2	1,215	0.2	297	24.4	2,380	0.2
Net Income	20,779	3.1	17,444	2.7	3,335	19.1	37,761	2.9

# CONSOLIDATED STATEMENT OF RETAINED EARNINGS

	300 30 to 00 000 1 1	, 2004 - 1, 2004		2003 - 1, 2003		, 2003 - 1, 2004
Capital surplus						
1.Capital surplus at beginning of period		237,523		237,522		237,522
2.Increase in capital surplus					•	
Gain on sale of treasury stock	0	0	0	0	. 0	0
3.Capital surplus at end of period		237,523		237,522	i	237,523
					4	
Retained earnings						
1 Retained earnings at beginning of period		248,960		224,229		224,229
2. Increase in retained earnings			* .			
Net income	20,779	20,779	17,444	17,444	37,761	37,761
3.Decrease in retained earnings						
Cash dividends paid	6,258		6,378		12,638	
Bonuses to directors, executive officers and corporate auditors	419	6,677	392	6,771	392	13,030
4.Retained earnings at end of period		263,062		234,903		248,960

# CONSOLIDATED STATEMENT OF CASH FLOW

	<del></del>	TVIIIIO 13 OF YELL	<del></del>
	Feb. 1, 2004 –July 31, 2004	Feb. 1, 2003 –July 31, 2003	Feb. 1, 2003 – Jan. 31, 2004
Cash Flows From Operating Activities			
Income before income taxes and minority interests	39,929	37,448	. 74,972
Depreciation and amortization	5,542	5,431	11,298
Provision for retirement benefits	(190)	(142)	(1,321)
Interest and dividend income	(1,221)	(1,386)	(2,453)
interest expense	315	1,103	1,648
Equity in earnings of affiliates	48	16	53
Loss on revaluation of real estate held for sale			2,988
Loss on revaluation of securities		1,096	14
Decrease in notes and accounts receivable	(7,713)	3,791	15,143
(Increase) decrease in inventories and advance payments	(21,691)	(7,498)	1,270
Decrease in notes and accounts payable	10,152	(465)	(7,261)
Increase (decrease) in advances received	6,914	3,908	(8,622)
Other	(4,146)	(483)	16,712
Subtotal	27,942	42,820	104,442
Interest and dividends received	1,372	2,042	3,276
Interest paid	(492)	(994)	(1,593)
Income taxes paid	(3,718)	(4,672)	(7,664)
Net Cash Provided by Operating Activities	25,103	39,196	98,460
		•	
Cash Flows From Investing Activities			
Purchases of short-term investments	(195)	(499)	(529)
Proceeds from sales of short-term investments	500	51,053	50,670
Purchases of property, plant and equipment	(11,280)	(7,805)	(14,175)
Proceeds from sales of property, plant and equipment	1,021	54	237
Purchases of investments in securities	(7,014)	(993)	(1,201)
Proceeds from sales of investments in securities	10,606	1,067	3,781
Payment of advances	(961)	(474)	. (3,310)
Income from collected loan	3,049	. 4,967	10,428
Income from maturation of group insurance policies		10,000	10,000
Other ·	(211)	(1,268)	(4,180)
Net Cash Used in Investing Activities	(4,484)	56,100	51,721
Cash Flows From Financing Activities		. (4.00)	(005)
Repayment of long-term debt	(20,123)	(122)	(325)
Repayment of bonds	(10,000)	(89,999)	(89,999)
Cash dividends paid	(6,258)	(6,378)	(12,638)
Cash dividend paid for minority interests	(422)	(385)	(503)
Purchases of treasury stock	(12,090)	(12,011)	(12,102).
Other District Control of the Contro	6	172	174
Net Cash Used in Financing Activities	(48,889)	(108,724)	(115,395)
Effect of exchange rate changes on cash and cash equivalents	(44)	135	107
Net decrease in cash and cash equivalents	(28,314)	(13,291)	34,894
Cash and cash equivalents at beginning of the year	222,275	187,381	187,381
Cash and cash equivalents at end of period	193,960	174,089	222,275

#### olgrinicant consolidated Accounting Policies

# 1. Scope of Consolidation

Consolidated subsidiaries: 96, including Sekiwa Real Estate, Ltd., Sekiwa Real Estate Chubu, Ltd., Sekiwa Real Estate Kansai, Ltd., Sekiwa Real Estate Chugoku, Ltd., Sekiwa Real Estate Kyushu, Ltd., and Sekiwa Real Estate Tohoku, Ltd.

Changes in scope of consolidation

Decreased: Sekiwa Data Service, Ltd.

All 96 subsidiaries are consolidated.

#### 2. Application of equity method

Affiliated companies accounted for by the equity method

Three companies: Rokko Island Energy Services Co., Ltd., Shin Nishinomiya Yacht Harbor, Corp., and The Mortgage Corp. of Japan, Ltd. Investment in three related companies is accounted for by the equity method.

#### 3. Term-ends of consolidated subsidiaries

The interim of fiscal year ends on September 30 for Sky Rail Service Co., Ltd. In producing the consolidated financial statements, the Company provisionally settles the accounts of that subsidiary as of July 31 and utilizes these accounts. The interim of year-end of SEKISUI DEUTSCHLAND BAU G.m.b.H. is June 30 and the Company uses these statements, adjusted as required for significant transactions up till July 31, in producing its consolidated financial statements.

#### 4. Summary of significant accounting policies

- (1) Basis and method for valuation for significant assets
  - (1) Basis and method of valuation of securities
    - (a) Marketable securities:
    - (i) Debt securities expected to be held to maturity: Amortized cost (straight-line) method
    - (ii) Other marketable securities:
      - · Stocks with market value:

Based on closing market price on the last day of period (Valuation gains and losses resulting are calculated by the full capital costing method; cost of disposal is calculated by the moving average method)

· Stocks with no available market value:

At cost, based on the moving average method

- (b) Derivatives: Market value method
- (c) Inventories:
- (i) Expenditure on uncompleted construction, buildings for sale, land for sale, and uncompleted land held for sale. At cost based on individual cost method
- (ii) Other inventories: At cost based on moving average method
- (2) Depreciation and amortization methods used for main depreciable and amortizable assets:

The Company applies the straight-line method to buildings (excluding attached structures) and intangible fixed assets, and uses the declining-balance method for other tangible fixed assets (but straight-line depreciation for overseas consolidated subsidiaries).

#### (3) Basis for accounting for significant allowances

- (a) Allowance for doubtful accounts
  - The Company makes provisions for general debtors based on actual historical collection rates and for specific debtors where collection is doubtful based on estimates of the amount collectible.
- (b) Allowance for bonuses
  - To prepare for bonus payments to employees, the Company provides for the estimated appropriate amount in that financial period.
- (c) Allowance for compensation payments on completed works

and other costs arising from completed structures and detached housing.

(Change of accounting method)

Previously, guarantee reserves to cover post-completion losses and guarantee expenses were calculated for the interim period as 1/1000<sup>th</sup> of housing business sales in the preceding 12 months for which guarantees applied, and 1/1000<sup>th</sup> of the buildings portion of real estate sales. From the current fiscal year onwards, however, such reserves are being calculated on the basis of actual historical costs. This change is because, as the Company has strived to increase customer satisfaction with repair and inspection information, it has become possible to efficiently estimate repair service expenses, and in turn to record provisions in this manner for greater clarity in the financial statements.

Consequently, 'Gross profit', 'Operating income', 'Recurring income' and 'Income before tax' has decreased by 918 million yen respectively.

(d) Allowance for accrued retirement benefits for employees

To prepare for future retirement payments to employees, the Company makes provisions in the amount accrued at the end of the consolidated interim of fiscal year based on the estimated P.B.O.and pension assets. To account for differences in actuarial calculations, the Company recognizes those differences through straight-line depreciation over 5 years, expensing them in the year following such recognition. Differences arising in respect of past service obligations are calculated over 5 years by the straight-line method and expensed in the year in which they arise.

(Additional information)

Details of Return of Portion of Employee Pension Fund

Sekisui House, Ltd. details of the waiver of future obligations in respect of the proxy portion of the employee pension fund of Sekisui House and some of its domestic consolidated subsidiaries. The company received approval of the waiver from the Minister Of Health, Labor and Welfare on April 28 2003 and following the implementation of the Defined Corporate Pension Act.

The monetary equivalent of the proxy of the employee's public pension fund recorded at the end of the current interim period would be 44,730 million yen, if calculated along Accounting Treatment of Retirement Allowance Guidelines (as outlined by the JICPA committee Report, #13, 44-2). Assuming the entire amount had been returned at the end of the current interim period, an estimated profit of 41,759 million yen would have resulted.

- (e) Accrued retirement benefits for directors, corporate auditors and executive officers
  To allow for retirement bonus payments to directors, corporate auditors and executive officers, the Company provides the required amounts at the end of the current term based on internal regulations.
- (f) Allowance for exhibition at Japan International Expo To allow for expenses to be incurred at the Japan International Expo, the Company has provided an appropriate amount in the consolidated interim of fiscal year.
- (4) Basis for converting significant foreign currency-denominated assets and liabilities into yen: For foreign currency-denominated monetary claims and debts, the Company converts into yen at the rates of exchange prevailing on the consolidated balance sheet date. Translation differences are included in the statements of income. The assets, liabilities, revenues, and expenses of overseas subsidiaries are translated into yen at the rate of exchange in effect at the subsidiaries balance sheet dates, and translation differences are included in the foreign exchange translation adjustment
- (5) Accounting for significant lease transactions

account in shareholders' equity.

Finance leases other than those deemed to transfer ownership of the leased assets to the lessee are accounted for by a method similar to that applicable to ordinary operating leases.

- (6) Main hedge accounting methods
  - (a) Hedge accounting methods

The Company uses deferred hedging, except where for foreign currency swap contracts allocation requirements are met in which case the allocation method is used.

(b) Hedging instruments and targets

- The Company heades borios that faile operations using interest rate swaps.
- (ii) The Company hedges foreign currency cash debts and forward transactions with exchange contracts.

#### (c) Hedging policies

The Company uses derivatives transactions with the aim of avoiding losses from fluctuations in exchange and interest rates etc. The use of exchange contracts does not exceed the amount of import transactions. Furthermore, the notional principal of interest rate swap transactions is limited to the total of debt used to fund operations and interest-bearing debt.

#### (d) Methods of assessing hedge effectiveness

The Company compares cumulative cash flow variations for hedge targets and hedge methods with market fluctuations and assesses the effectiveness of hedges based on the amounts of variation in both cases. However, for forward exchange contract transactions the Company does not assess the effectiveness of hedging where the main conditions match with regard to the relevant transactions and hedge targets, and where the cash flow is fixed.

#### (7) Accounting for consumption taxes

The tax exclusion method is used to account for consumption taxes. Consumption taxes subject to deductions are expensed in the consolidated interim of fiscal year in which they arise.

#### 5. Scope of amounts in consolidated interim statements of cash flows

The funds (cash and cash equivalents) in the consolidated interim statements of cash flows comprise cash and equivalents (except fixed term deposits exceeding three months) and short-term investments with redemption periods of less than three months that are easily convertible into cash, with insignificant risk of losses from price fluctuations.

#### [Note]

# 1.Note to Consolidated Balance Sheets

Millions of yen As of Jan. 31, 2004 As of July 31, 2003 As of July 31, 2004 Accumulated depreciation of fixed assets 149,262 146,446 152,181 Collateralized assets 27,227 28,047 28,066 59,575 66,245 Liabilities guaranteed 77,208 23,950,980 shares 13,976,435 shares 13,891,961 shares Treasury stock Shareholdings in related companies included in 455 605 642 investment securities 69,879 Interest bearing liabilities 39,552 69,675

#### 2. Notes to Consolidated Statements of Cash Flows

Cash and cash equivalents at the end of the interim of fiscal year and relationship with amounts recorded in consolidated balance sheets

Millions of year.

	Feb.1, 2004 - July 31, 2004	Feb.1, 2003 - July 31, 2003	Feb.1, 2003 - Jan. 31, 2004
Cash and deposits	193,360	174,089	222,275
Fixed term deposits exceeding three months	(900)	(500)	(500)
Short - term investments with redemption period of 3 months or less (marketable securities account)	1,499	499	499
Cash and cash equivalents	193,960	174,089	222,275

•

353,730

311,961

41,768

133.318

127,798

5,519

Current interim period (Feb. 1, 2004 – July 31, 2004) Millions of yen Built to Order Real Estate Real Estate Other Eliminations Total Consolidated Housing for Sales for Leasing Business and back office Sales & Operating income Sales Sales to third parties 353,415 133,318 134,953 58,536 680,223 680,223 Inter-segment sales and 315 3,993 5,053 745 (5,053)transfers

135,698

130,536

5,162

62,530

60,592

1,937

685,277

630,889

54,388

(5,053)

(14,971)

9,917

680,223

640,806

39,416

Previous interim period	(Feb. 1, 2003 – J	uly 31, 2003)	Millions	of yen			
,	Built to Order Housing	Real Estate for Sales	Real Estate for Leasing	Other Business	Total	Eliminations and back office	Consolidated
Sales & Operating incom	ie				· · · · · · · · · · · · · · · · · · ·		
Sales				İ			
Sales to third parties	378,888	91,702	123,052	64,277	657,921		657,921
Inter-segment sales and transfers	803	•	886	1,676	3,365	(3,365)	-
Total	379,691	91,702	123,938	65,953	661,287	(3,365)	657,921
Operating expenses	334,327	89,393	118,886	64,265	606,872	11,098	617,970
Operating income	45,364	2,309	5,052	1,687	54,414	(14,464)	39,950

Previous fiscal year (Fe	b. 1, 2003 – Jan.	31, 2004)	Millions d	of yen			
	Built to Order Housing	Real Estate for Sales	Real Estate for Leasing	Other Business	Total	Eliminations and back office	Consolidated
Sales & Operating incom	e						
Sales							ļ
Sales to third parties	743,219	202,531	248,964	131,323	1,326,039	-	1,326,039
Inter-segment sales and transfers	1,380	•	1,668	2,876	5,925	(5,925)	
Total	744,599	202,531	250,633	134,199	1,331,964	(5,925)	1,326,039
Operating expenses	652,994	196,299	241,759	131,550	1,222,603	23,102	1,245,705
Operating income	91,605	6,232	8,873	2,649	109,360	(29,027)	- 80,333

#### Notes

Total

Operating expenses

Operating income

#### 1. Business classification

The Company classifies its operations according to type and the nature of business based on the currently used sales categories.

#### 2. Main details of each business segment:

Built to Order Housing: Designing, constructing, and contracting for sale housing using the Company's prefabricated

materials

Real Estate for Sales: Selling houses and real estate and designing and constructing housing on estate land

Real Estate for Leasing: Renting and managing properties

Other Business: Designing, constructing, and contracting for sale condominiums and commercial buildings and

providing home remodeling, landscaping, and exterior construction

3. The main operating expenses that cannot be allocated within the eliminations and back office portion of operating expenses cover costs for the parent headquarters, administrative operations for branch office organizations, and research and development operations.

Current interim period: ¥13,454million Previous interim period: ¥12,810 million Previous fiscal year: ¥25,882 million

(2) Geographical segment into mattorn

In the six months to July 2003, July 2004 and full year to January 2004, Japanese operations accounted for more than 90% of sales in all segments, so the Company has not presented geographical segment information.

#### (3) Overseas sales

In the six months to July 2003, July 2004 and full year to January 2004, overseas sales accounted for less than 10% of sales in all segments, so the Company has not presented geographical information.

#### 4. Lease transactions

Finance leases without transfer of ownership

(1) Lease acquisition cost equivalent, accumulated depreciation equivalent & end of period equivalent value

# Current interim period (Feb. 1, 2004 – July 31, 2004)

Millions of yen

	and the same of th					
	Acquisition cost equivalent	Accumulated depreciation equivalent	Net leased property			
Buildings and structures	34,905	21,236	13,669			
Machinery and transportation equipment	153	58	95			
Tools and fixtures	7,620	5,682	1,937			
Intangible fixed assets	2,494	1,769	725			
Total	45,174	28,746	16,427			

Calculated by the cost acquisition equivalent deducted from total interest payments

#### Previous fiscal year (Feb. 1, 2003 - Jan. 31, 2004)

Millions of yen

	Acquisition cost equivalent	Accumulated depreciation equivalent	Net leased property		
Buildings and structures	35,332	20,861	14,471		
Machinery and transportation equipment	178	. 75	102		
Tools and fixtures	7,950	5,950	2,000		
Intangible fixed assets	3,189	2,299	889		
Total	46,651	29,186	17,464		

Calculated by the cost acquisition equivalent deducted from total interest payments

# Previous interim period (Feb. 1, 2003 – July 31, 2003)

Millions of ven

	- Willions of year					
	Acquisition cost equivalent	Accumulated depreciation equivalent	Net leased property			
Buildings and structures	35,345	20,078	15,267			
Machinery and transportation equipment	129	70	59			
Tools and fixtures	8,277	6,106	2,170			
Intangible fixed assets	3,145	2,137	1,007			
Total	46,897	28,393	18,504			

Calculated by the cost acquisition equivalent deducted from total interest payments

# (2) Outstanding amounts under lease commitments at end of period

	Feb.1, 2004 - July 31, 2004	Feb.1, 2003 – Jan. 31, 2004	Feb.1, 2003 - July 31, 2003
Within one year	6,444	6,783	. 7,182
More than one year	10,757	11,592	12,103
Total	17,202	18,375	19,286

(b) Ecase rees, according to equivalent depreciation amounts and interest payment

Millions of yen

	Feb.1, 2004 - July 31, 2004	Feb.1, 2003 - Jan. 31, 2004	Feb.1, 2003 - July 31, 2003
Lease fees	3,775	8,374	4,358
Accumulated depreciation equivalent	3,827	7,912	3,911
Interest payments equivalent	275万事。170 275 14	385	204

# (4) Method of calculating depreciation

Calculated by the straight-line method over the lease term of the lease asset assuming zero residual value

# (5) Method of calculating interest payments

Calculated by the interest method, whereby the difference between total lease payment and acquisition cost equivalent is distributed in equal installments in each financial year.

# (Operating leases)

Millions of yen

Outstanding lease commitments	Feb.1, 2004 - July 31, 2004	Feb.1, 2003 - Jan. 31, 2004	Feb.1, 2003 - July 31, 2003
Within one year	10	9	9
More than one year	23	· 52	56
Total	34	61	66

# 5. Securities

1. Marketable debt securities expected to be held to maturity

Millions of ven

	Thin are a first						
	Feb.1, 2004 - July 31, 2004	Feb.1,	2003 - Jan. 31	1, 2004	Feb.1, 2003 - July 31, 2003		
Туре	Consolidated balance sheet Market value Difference amount	Consolidated balance sheet amount	Market value	Difference	Consolidated balance sheet amount	Market value	Difference
(1) National and							
regional government	[5], 일당을 되었는데 하게 되고 있다.						
bonds	2,685 2,686 1	2,684	2,687	2	2,176	2,178	2
(2) Corporate bonds	299 300	299	300	0	299	298	(1)
Total	2,985 2,987	2,984	2,988	3	2,476	2,477	1

#### 2. Other marketable securities

Millions of yen

					74 (144)	Or io Or you				
	Feb.1,	2004 - Jüly 3	1, 2004	Feb.1	Feb.1, 2003 - Jan.31, 2004			Feb.1, 2003 - July 31, 2003		
Туре	Acquisition cost	Consolidated balance sheet amount	Difference	Acquisition cost	Consolidated balance sheet amount	Difference	Acquisition cost	Consolidated balance sheet amount	Difference	
(1) Equities	28,782	47,070	18,287	27,360	39,059	11,698	28,459	28,128	(330)	
(2) Bonds									•	
National and regional									•	
government bonds	52,083	52,120	36	52,245	53,455	1,209	52,408	54,560	2,151	
Corporate bonds				•			19	19	0	
(3) Others				19	19	0	29	26	(3)	
Total	80,866	99,190	18,324	79,625	92,534	12,908	80,916	82,734	1,817	

3. Breakdown of other marketable securities where market valuation is not used and amounts on consolidated balance sheets

	Feb.1, 2004 - July 31, 2004	Feb.1, 2003 - Jan. 31, 2004	Feb.1, 2003 - July 31, 2003			
(1) Bonds held to maturity						
Unlisted bonds	499	- 1	-			
Unlisted foreign government bonds	2,000	2,000	2,000			
(2) Other marketable securities						
Unlisted equities (excluding over-the-counter issues)	11,514	11,521	11,520			
Preferred securities	5,999	5,999	5,999			

# 6. Contract amounts, market values, and unrealized gains and losses on derivatives transactions

Interest rate related

Millions of yen

	Curi	ent interim p	eriod	Previous fiscal year		Previous interim period			
	Feb.1,	, 2004 – July 31, 2004		Feb.1, 2003 – Jan. 31, 2004		Feb.1, 2	2003 – July 3	1, 2003	
Transaction type	Contract amount	Market value	Unrealized gain (loss)	Contract amount	Market value	Unrealized gain (loss)	Contract amount	Market value	Unrealized gain (loss)
Swaps	15,000	181	181	30,000	229	229	30,000	184	184
Total	15,000	181	181	30,000	229	229	30,000	184	184

#### Notes

- Derivatives transactions for which hedge accounting is applied are excluded.
- 2. The market values of interest rate swaps are calculated based on prices disclosed by financial institutions.

# 7. Consolidated per share information

(yen)

Current interim period (Feb. 1, 2004 - July 31, 2004)		Previous interim period (Feb. 1, 2003 - July 31, 20	03)	Previous fiscal year (Feb. 1, 2003 - Jan. 31, 2004)		
Shareholder's equity per share 9	82.09	Shareholder's equity per share	930.96.	Shareholder's equity per share	959.96	
Net income per share	30.13	Net income per share	24.72	Net income per share	53.30	
As no share options exist, no fig recorded for fully diluted net incor- share.		Fully diluted net income per share	e 23.05	Fully diluted net income per share	e 51.39	

Note: Interim net income per share and interim diluted net income per share for the current fiscal year was calculated on the following basis.

Millions of yen, except where noted	Current interm period Feb 1, 2004 - July 31, 2004	Previous interim period Feb. 1, 2003 - July 31, 2003	Previous fiscal year Feb. 1, 2003 - Jan. 31, 2004
Net income recorded on statements of income	20,779	17,444	37,761
Main components of amount not attributable to ordinary shares		-	399
Bonus payments for directors, corporate auditors and executive officers			
Amount not attributable to ordinary shares	-	-	399
Net income attributable to ordinary shares	20,779	17,444	37,361
Average number of shares outstanding during period [1,000 shares]	689,715	705,593	700,908
Main components of adjustment to net income used in calculating dilution in income per share		·	
Interest expenses [after deduction of tax equivalents]	-	306	306
Adjustment to net income per share		306	306
Main components of increase in ordinary shares used in calculating dilution in net income per share [1,000 shares]			
Convertible bonds	-	64,651	32,060
Increase in ordinary shares [1,000 shares]	-	64,651	32,060

# 8.Important factors occurred after the period under review

Following the implementation of the Defined Corporate Pension Act, employee pension fund of Sekisui House and some of its domestic consolidated subsidiaries received the waiver of past obligations in respect of the proxy portion of the Company from the Minister of Health, Labor and Welfare on September 1, 2004.

As a result, the impact on the statement I of income for this fiscal 2004 is expected to be extraordinary income of approximately 40 billion yen.

# SUMMARY OF FINANCIAL STATEMENTS for the first half of FY2004 (Non-consolidated) February 1, 2004 - July 31, 2004

Sekisui House, Ltd.

1928

URL:

September 2, 2004

Stock code:

President & Representative Director:

Isami Wada

http://www.sekisuihouse.co.jp

Telephone:

+816 6440 3111

Inquiries:

PR Department

Associate Officer

Hidehiro Yamaguchi

Date of the meeting of the board of directors:

Date of payment of interim dividend:

September 2, 2004 September 30, 2004

Interim dividend system:

Adopted

Stock trading unit adopted:

1,000 shares per unit

#### 1. Business Results

#### 1) Non-consolidated Business Results

\*Please note that numbers less than one million yen are rounded down

		Million	s of yen		
	Feb. 1, 2004 - July 31, 2004	Feb. 1, 2003 - July 31, 2003		Feb. 1, 2003 - Jan. 31, 2	
	Change (%)		Change (%)		Change (%)
Net sales	539,093 2.9	523,888	(0.7)	1,055,027	
Operating income	31,778 (1.2)	32,159	23.8	65,868	
Recurring income	32,978 2.7	32,101	27.7	65,554	
Net income	19,021 22.3	15,556	11.8	33,580	
Net income per share (¥)	¥27.58	¥22.05		¥47.69	

<sup>(1)</sup> Average number of outstanding shares during the period:

As of July 31,2004

689,715,782 shares As of July 31, 2003

705,593,929 shares

As of Jan. 31, 2004

700,908,935 shares

(2) Changes to accounting principles: Yes

(3) Percentages for net sales, operating income, recurring income, and net income represent year-on-year changes.

#### 2) Dividends per share

	First-half	Full-year
Feb. 1, 2004 – July 31, 2004	¥9.00	
Feb. 1, 2003 – July 31, 2003	¥9.0Ó	
Feb. 1, 2003 - Jan. 31, 2004		· ¥18.00

#### 3) Non-consolidated financial position

		Millions of yen	
	Feb. 1, 2004 – July 31, 2004	Feb. 1, 2003 – July 31, 2003	Feb. 1, 2003 - Jan. 31, 2004
Total Assets	1,016,843	1,018,977	1,030,003
Shareholders' Equity	634,521	612,606	630,786
Equity Ratio (%)	62.4%	60.1%	61.2%
Shareholders' Equity Per Share (¥)	¥925.72	¥880.82	¥906.85

1) Outstanding shares at:

2) Number of treasury stock at:

End of July 31, 2004 685,434,098 shares

End of July 31, 2003 695,493,117 shares

End of Jan. 31, 2003

695,408,643 shares

End of July 31, 2004 23,950,980 shares

End of July 31, 2003 13,891,961 shares

End of Jan. 31, 2004

13,976,435 shares

# 2. Non-Consolidated Results Forecast for the Year Ending January 31, 2005

:				• .		
	Net Sales	Recurring National		Dividend per share		Net income per
	Net Sales	income	Net income	Second-half	Full-year	share
Full year	1,090,000	65,000	23,500	¥9.00	¥18.00	¥34.28

# NON-CONSOLIDATED BALANCE SHEETS

	<del></del>	,,,,,,,	o yen		
	As of July 31, 2004	As of Jan. 31, 2003	Difference	%	As of July 31,2003
Assets	1,016,843	1,030,003	(13,159)	(1.3)	1,018,977
Current assets	573,095	583,345	(10,249)	(1.8)	571,662
Cash on hand and deposits with banks	119,105	146,998			100,951
Notes receivable-trade	210	557			215
Accounts receivable-construction	80,130	72,677			81,853
Accounts receivable-real estate	5,020	4,496			7,960
Marketable securities	1,399	1,398		!	-
Prepaid expenses for construction in progress	42,530	48,500			51,751
Buildings for sale	39,836	37,795			35,636
Land for sale	180,368	169,186			174,994
Land for sale in process	32,649	17,844			19,910
Other inventory	4,252	3,720			3,706
Advance payments	1,068	1,076			1,121
Prepaid expenses	4,357	4,960			5,386
Accounts receivable-other	15,240	13,621			14,791
Deferred income taxes	45,115	58,758			71,366
Other current assets	3,114	2,962			3,281
Allowance for doubtful accounts	(1,302)	(1,207)			(1,266)
Fixed Assets	443,747	446,657	(2,909)	(0.7)	447,315
Tangible fixed assets	212,549	211,689	859	0.4	211,628
Buildings	89,602	91,789			89,374
Structures	4,551	4,680			4,618
Machinery and equipment	10,674	10,952			10,884
Vehicles and delivery equipment	156	151			139
Tools, furniture and fixtures	3,749	3,638		1	3,609
Land	100,446	99,886			99,595
Constructions in progress	3,367	590			3,404
Intangible fixed assets	3,836	8,203	(4,367)	(53.2)	8,170
Ground lease	1,605	5,883	*		5,870
Software	1,509	1,599		}	1,576
Utility rights	. 28	30			33
Telephone rights	692	690			689
Investments and other assets	227,362	226,764	597	0.3	227,516
Investments in securities	104,096	102,337			95,925
Investment in subsidiaries and partnership	25,610	20,815	j	1	18,919
Long-term loans receivable	75,670	. 78,578			82,537
Long-term prepaid expenses	725	781			782
Deposit and guaranty	12,442	12,650			14,009
Long-term deferred income taxes	30,816	33,190			38,054
Other investments and other assets	5,024	5,428	}		4,347
Reserve for losses from investments in subsidiaries	(682)	(682)			(682)
Allowance for doubtful accounts	(26,343)	(26,336)			(26,378)
Total Assets	1,016,843	1,030,003	(13,159)	(1.3)	1,018,977

•		<del>,                                     </del>	<del>,                                    </del>	<del></del>	<del></del>
	As of July 31, 2004	As of Jan. 31, 2004	Difference	%	As of July 31, 2003
Liabilities	382,321	399,216	(16,894)	(4.2)	406,370
Current Liabilities	308,951	293,349	15,602	5.3	297,606
Notes payable-trade	54,385	62,844			57,846
Accounts payable-trade	41,890	33,700			37,111
Accounts payable-construction	53,603	45,542			51,233
Current portion of notes	30,000	10,000			10,000
Current portion of long-term debt	1	20,001			20,001
A∞ounts payable-other	4,342	4;373			5,086
Accrued expenses	13,596	12,155			9,939
Accrued income taxes	505	665			484
Consumption tax payable	4,603	6,473			4,271
Advances received-construction	59,714	54,361			62,858
Advance received-other	6,739	6,327			6,842
Reserve for bonuses	11,008	15,552			10,898
Reserve for warranty on completed works	1,884	968			969
Other current liabilities	26,677	20,386			20,064
Long term liabilities	73,369	105,866	(32,497)	(30.7)	108,764
Notes		30,000			30,000
Long-term debt	1	2			2
Deposits and guarantees	8,732	9,242			9,642
Accrued retirement benefits for employees	63,357	64,812			66,352
Accrued retirement benefits for directors, corporate auditors and executive officers	615	877			807
Allowance for exhibition at Japan international Expo	140	105			70
Other long term liabilities	523	826			1,888
Shareholders' Equity	634,521	630,786	3,734	0.6	612,606
Paid-in capital	186,554	186,554		-	186,554
Additional paid-in capital	237,523	237,523	0	. 0.0	237,522
Capital reserve	237,522	237,522			237,522
Other capital reserve		o			. 0
Retained earnings	224,332	211,725	12,607	6.0	199,959
Legal reserve	23,128	23,128			23,128
Reserve for dividends	13,000	13,000			13,000
General reserve	162,300	141,300			141,300
Unappropriated retained earnings	25,903	34,296			22,531
Net unrealized gain on securities	10,813	7,600	3,212	42.3	1,095
Less treasury stock, at cost	(24,701)	(12,616)	(12,085)	(95.8)	(12,525)
Total	1,016,843	1,030,003	(13,159)	(1.3)	1,018,977
	<u> </u>		· · · · · · · · · · · · · · · · · · ·	` '	

#### MON-COMSCEDATED STATEMENTS OF INCOME

-	Feb. 1, 2004 – July 31, 2004	Feb. 1, 2003 – July3	1, 2003	Difference		Feb.1, 2003 - Jan	. 31. 2004
	Millions of yen (%)	Millions of yen	(%)	Millions of yen	(%)	Millions of yen	(%)
Net sales	539,093 100.0	523,888	100.0	15,204	2.9	1,055,027	100.0
Construction	446,595 82.8	461,786	88.1	,		916,355	86.9
Real estate	92,497 17.2	62,101	11.9			138,671	13.1
Cost of sales	425,402 78.9	410,955	78.5	14,446	3.5	829,289	78.6
Construction	343,002 76.8	354,925	76.9		•	702,880	76.7
Real estate	82,399 89.1	56,030	90.2			126,409	91.2
Gross profit on sales	113,691 21.1	112,932	21.5	758	0.7	225,737	21.4
Total gross profit from construction	103,593 23.2	. 106,860	23.1			213,475	23.3
Total gross profit from sales of real estate	10,097 10.9	6,071	9.8			12,262	8.8
Selling, general and administrative expenses	81,912 15.2	. 80,773	15.4	1,138	1.4	159,869	15.2
Operating income	31,778 5.9	32,159	6.1	(380)	(1.2)	65,868	6.2
Non-operating income	3,148 0.6	3,371	0.6	(223)	(6.6)	5,389	0.5
Interest received	2,445	2,602				3,791	
Other income	703	768				1,597	
Non-operating loss	1,948 0.4	3,428	0.6	(1,479)	(43.1)	5,702	0.5
Interest and discounts paid	46	168				316	
Interest on bonds	269	934	İ		1	1,330	
Other expenses	1,633	2,325		· · · ·		4,055	
Recurring income	32,978 6.1	32,101	6.1	876	2.7	65,554	6.2
Extraordinary income	4,699 0.9	49	0.0	4,649	-[	491	0.0
Gain on sales of investment securities	4,699	49				491	
Extraordinary loss	4,540 0.8	1,424	0.2	3,116	218.8	4,054	0.3
Loss from sales or disposal of fixed assets	4,540	353			į	1,051	•
Loss from devaluation of investment securities		1,070				. 14	
Loss on revaluation of real land held for sale		•			.	2,988.	
Income before taxes	33,136 6.2	30,727	5.9	2,409	7.8	61,991	5.9
Current income taxes	275 0.1	253	0.0	22	8.7	434	0.0
Deferred income taxes	13,840 2.6	14,918	2.9	(1,078)	(7.2)	27,977	2.7
Net income .	19,021 3.5	15,556	3.0	3,465	22.3	33,580	3.2
Retained earning brought forward from the preceding business term	6,881	6,975				6,975	
Interim dividends						6,259	
Unappropriated retained earnings	25,903	22,531				34,296	

enginineariti i en e e incate a i toe e a i ano e e

#### 1. Basis and method of valuation of marketable securities:

- (1) Marketable securities
  - (i) Debt securities expected to be held to maturity: Amortized cost (straight-line) method
  - (ii) Shares held in subsidiaries or affiliated companies: At cost based on moving average method
  - (iii) Other marketable securities:
    - · Stocks with market value:

Based on closing market price on the last day of period (Valuation gains and losses resulting are calculated by the full capital costing method).

Stocks with no available market value:
 At cost based on the moving average method

- (2) Basis and method of valuation of derivatives: Market value method
- (3) Basis and method of valuation of inventories:
  - (i) Expenditure on uncompleted construction, buildings for sale, land for sale, and uncompleted land held for sale. At cost based on individual cost method
  - (ii) Other inventories: At cost based on moving average method.

#### 2. Depreciation of fixed assets:

- (i) Tangible fixed assets: The Company applies the straight-line method to buildings (excluding attached structures), and to other tangible assets applies the declining balance method. Expected life of assets is calculated to standards in accordance with corporate tax regulations.
- (ii) Intangible fixed assets: The Company applies the straight-line method to intangible fixed assets. Expected life of assets is calculated to standards in accordance with corporate tax regulations, except for company-use software, which is straight-line depreciated over its expected useful life of five years.

#### 3. Basis for accounting for allowances:

(i) Allowance for doubtful accounts:

The Company makes provisions for general debtors based on actual historical collection rates and for specific debtors where collection is doubtful based on estimates of the amount collectible.

(ii) Allowance for appraisal losses on investment in related companies:

Potential losses on investment in related companies are prepared for by recording their value after taking into consideration the composition of the assets.

(iii) Allowance for bonuses:

To prepare for bonus payments to employees, the Company provides for the estimated appropriate amount in that financial period.

(iv) Allowance for compensation payments on completed projects:

Provisions for losses and guarantee expenses due to post-completion defects are recorded based on historical repair and other costs arising from completed structures and detached housing.

(Change of accounting method)

Previously, guarantee reserves to cover post-completion losses and guarantee expenses were calculated for the interim period as 1/1000<sup>th</sup> of housing business sales in the preceding 12 months for which guarantees applied, and 1/1000<sup>th</sup> of the buildings portion of real estate sales. From the current fiscal year onwards, however, such reserves are being calculated on the basis of actual historical costs. This change is because, as the Company has strived to increase customer satisfaction with repair and inspection information, it has become possible to efficiently estimate repair service expenses, and in turn to record provisions in this manner for greater clarity in the financial statements.

Consequently, 'Gross profit', 'Operating income', 'Recurring income' and 'Income before tax' has decreased by 918 million yen respectively.

To prepare for future retirement payments to employees, the Company makes provisions in the amount accrued at the end of the relevant consolidated interim fiscal year based on the estimated total retirement obligations and pension assets. To account for differences in actuarial calculations, the Company recognizes those differences through straight-line depreciation over 5 years, expensing them in the year following such recognition. Differences arising in respect of past service obligations are calculated over 5 years by the straight-line method and expensed in the year in which they arise. (Additional information)

Details of Return of Portion of Employee Pension Fund

Sekisui House, Ltd. details of the waiver of future obligations in respect of the proxy portion of the employee pension fund of Sekisui House and some of its domestic consolidated subsidiaries. The company received approval of the waiver from the Minister Of Health, Labor and Welfare on April 28 2003 and following the implementation of the Defined Corporate Pension Act.

The monetary equivalent of the proxy of the employee's public pension fund recorded at the end of the current interim period would be 40,637 million yen, if calculated along Accounting Treatment of Retirement Allowance Guidelines (as outlined by the JICPA committee Report, #13, 44-2). Assuming the entire amount had been returned at the end of the current interim of fiscal year, an estimated profit of 37,997 million yen would have resulted.

- (vi) Allowance for accrued retirement benefits for directors, corporate auditors and executive officers
  - To allow for retirement bonus payments to directors, corporate auditors and executive officers, the Company provides the required amounts at the end of the current term based on internal regulations.
- (vii) Allowance for exhibition at Japan international Expo

To allow for expenses to be incurred at the Japan International Expo, the Company has provided an appropriate amount in the consolidated interim of fiscal year.

#### 4. Basis for converting foreign currency-denominated assets and liabilities into yen:

For foreign currency-denominated monetary claims and debts, the Company converts into yen at the rates of exchange prevailing on the consolidated balance sheet date. Translation differences are included in the statements of income.

#### 5. Accounting for lease transactions:

Finance leases other than those deemed to transfer ownership of the leased assets to the lessee are accounted for by a method similar to that applicable to ordinary operating leases.

#### Main hedge accounting methods:

(i) Hedge accounting methods:

The Company uses deferred hedging, except where for foreign currency swap contracts allocation requirements are met in which case the allocation method is used.

- (ii) Hedging instruments and targets
  - The Company hedges bonds that fund operations using interest rate swaps.
  - The Company hedges foreign currency cash debts and forward transactions with exchange contracts.
- (iii) Hedging policies

The Company uses derivatives transactions with the aim of avoiding losses from fluctuations in exchange and interest rates etc. The use of exchange contracts does not exceed the amount of import transactions. Furthermore, the notional principal of interest rate swap transactions is limited to the total of debt used to fund operations and interest-bearing debt.

(iv) Methods of assessing hedge effectiveness

The Company compares cumulative cash flow variations for hedge targets and hedge methods with market fluctuations and assesses the effectiveness of hedges based on the amounts of variation in both cases. However, for forward exchange contract transactions the Company does not assess the effectiveness of hedging where the main conditions match with regard to the relevant transactions and hedge targets, and where the cash flow is fixed.

# 7. Accounting for consumption taxes:

The tax exclusion method is used to account for consumption taxes. Consumption taxes subject to deductions are expensed in the consolidated interim of fiscal year in which they arise.

# 1. Notes to non-consolidated balance sheet

8.870		~4		
IVIIII	IOIIS	O/	ven	

	As of July 31, 2004	As of Jan. 31, 2004	As of July 31, 2003
Accumulated depreciation of fixed assets	136,751	133,981	131,189
Collateralized assets	27,036	27,855	27,874
Liabilities guaranteed	75,561	57,897,	64,051
Interest bearing liabilities	30,002	60,003	60,004
Treasury stock	23,950,980 shares	13,976,435 shares	13,891,961shares

#### 2. Notes to non-consolidated income statement

Millions of ver	or ven
-----------------	--------

:	 As of July 31, 2004	As of Jan. 31, 2004	As of July 31, 2003
Depreciation	4,539	9,362	4,497

# 3. Leasing transactions

# Finance leases without transfer of ownership

(i) Lease acquisition cost equivalent, accumulated depreciation equivalent & end of period equivalent value

Millions of yen

As of July 31, 2004	Acquisition ∞st equivalent	Accumulated depreciation equivalent	End of period equivalent value
Buildings	34,897	21,236	13,661
Vehicles & transport equipment	55	20	35
Machinery & equipment	6,965	5,362	1,603
Software	1,532	1,136	395
Total	43,450	27,755	15,695

Millions of yen

As of Jan. 31, 2004	Acquisition cost equivalent	Accumulated depreciation equivalent	End of period equivalent value
Buildings	35,327	20,857	14,469
Vehicles& transport equipment	<b>5</b> 5	. 14	40
Machinery & equipment	7,127	5,476	1,651
Software	1,957	1,479	478
Total	44,468	27,827	16,640

Millions of yen

As of July 31, 2003	Acquisition cost equivalent	Accumulated depreciation equivalent	End of period equivalent value
Buildings	35,339	20,074	15,265
Vehicles& transport equipment	35	9	26
Machinery & equipment	7,477	5,645	1,831
Software	2,056	1,459	597
Total	44,909	27,189	17,720

Calculated by the acquisition cost equivalent deducted from total interest payments.

# (ii) Outstanding amounts under lease commitments at the end of period

Millions of yen

,	As of July 31, 2004	As of Jan. 31, 2004	As of July 31, 2003
Within one year	6,119	6,449	6,882
More than one year	10,326	11,075	11,583
Total	16,445	17,525	18,465

# (iii) Lease payments, depreciation equivalents and interest payment equivalents

	As of July 31, 2004	As of Jan. 31, 2004	As of July 31, 2003
Lease fees	3,577	7,960	4,167
Depreciation equivalent	3,637	7,523	. 3,730
Interest payments equivalent	文字·总容显示字160. 图显表示设计	365	195

# (iv) Accounting treatment of depreciation equivalents

Residual amounts are reduced to zero using the straight-line method, using the lease term as the useful life.

# (v) Accounting treatment of interest payment equivalents

The difference between the total lease expenses and its acquisition cost is treated as the interest cost equivalent. Allocation of cost to each accounting period is by the interest method.

# Operating leases

Millions of yen

Outstanding lease commitments:	As of July 31, 2004	As of Jan. 31, 2004	As of July 31, 2003
Within one year		9	9
More than one year		52	56
Total	34	61	66

# 4. Marketable securities

Shares of subsidiaries and affiliates where a market price is available

					rinner ie er yer.				
	As	As of July 31, 2004		As of Jan. 31, 2004			As of July 31, 2003		
	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference	Balance sheet amount	Market value	Difference
Subsidiaries	3,973	26,247	22,274	3,973	20,076	16,102	3,973	16,090	12,117

ven)

Current interim period (Feb. 1, 2004 - July 31, 2004)		Previous interim period (Feb. 1, 2003 - July 31, 20		Previous fiscal year (Feb. 1, 2003 - Jan. 31, 2004)		
Shareholder's equity per share	925.72	Shareholder's equity per share	880.82	Shareholder's equity per share	906.85	
Net income per share-	27.58	Net income per share	22.05	Net income per share	47.69	
As no share options exist, no figure is recorded for fully diluted net income per share.		Fully diluted net income per sha	are 20.59	Fully diluted net income per share 46.02		

Note: Interim net income per share and interim diluted net income per share for the current fiscal year was calculated on the following basis.

Millions of yen, except where noted	Current interim period > Feb. 1, 2004 - July 31, 2004	Previous interim period Feb. 1, 2003 - July 31, 2003	Previous fiscal year Feb. 1, 2003 - Jan. 31, 2004
Net income recorded on statements of income	19,021	15,556	33,580
Main components of amount not attributable to ordinary shares	-	-	156
Bonus payments for directors, corporate auditors and executive officers			
Amount not attributable to ordinary shares	-	· · · · · ·	156
Net income attributable to ordinary shares	19,021	15,556	33,424
Average number of shares outstanding during period [1,000 shares]	689,715	705,593	_ 700,908
Main components of adjustment to net income used in calculating dilution in income per share			
Interest expenses [after deduction of tax equivalents]	•	306	306
Adjustment to net income per share	-	306	306
Main components of increase in ordinary shares used in calculating dilution in net income per share [1,000 shares]			
Convertible bonds	-	64,651	32,060
Increase in ordinary shares [1,000 shares]	-	64,651	32,060

# 6. Important factors occurred after the period under review

Following the implementation of the Defined Corporate Pension Act, Sekisui House and some of its domestic consolidated subsidiaries received the waiver of past obligations in respect of the proxy portion employee pension fund of the Company from the Minister of Health, Labor and Welfare on September 1, 2004.

As a result, the impact on the balance sheets for this operating year is expected to be extraordinary income of approximately 37 billion yen. .